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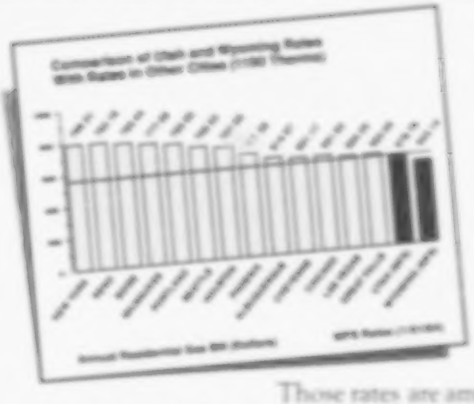

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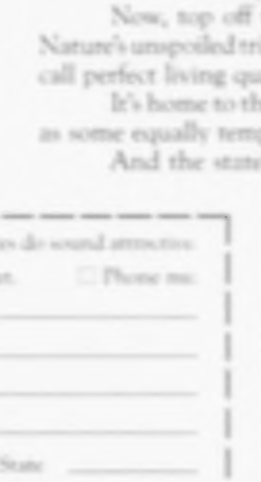

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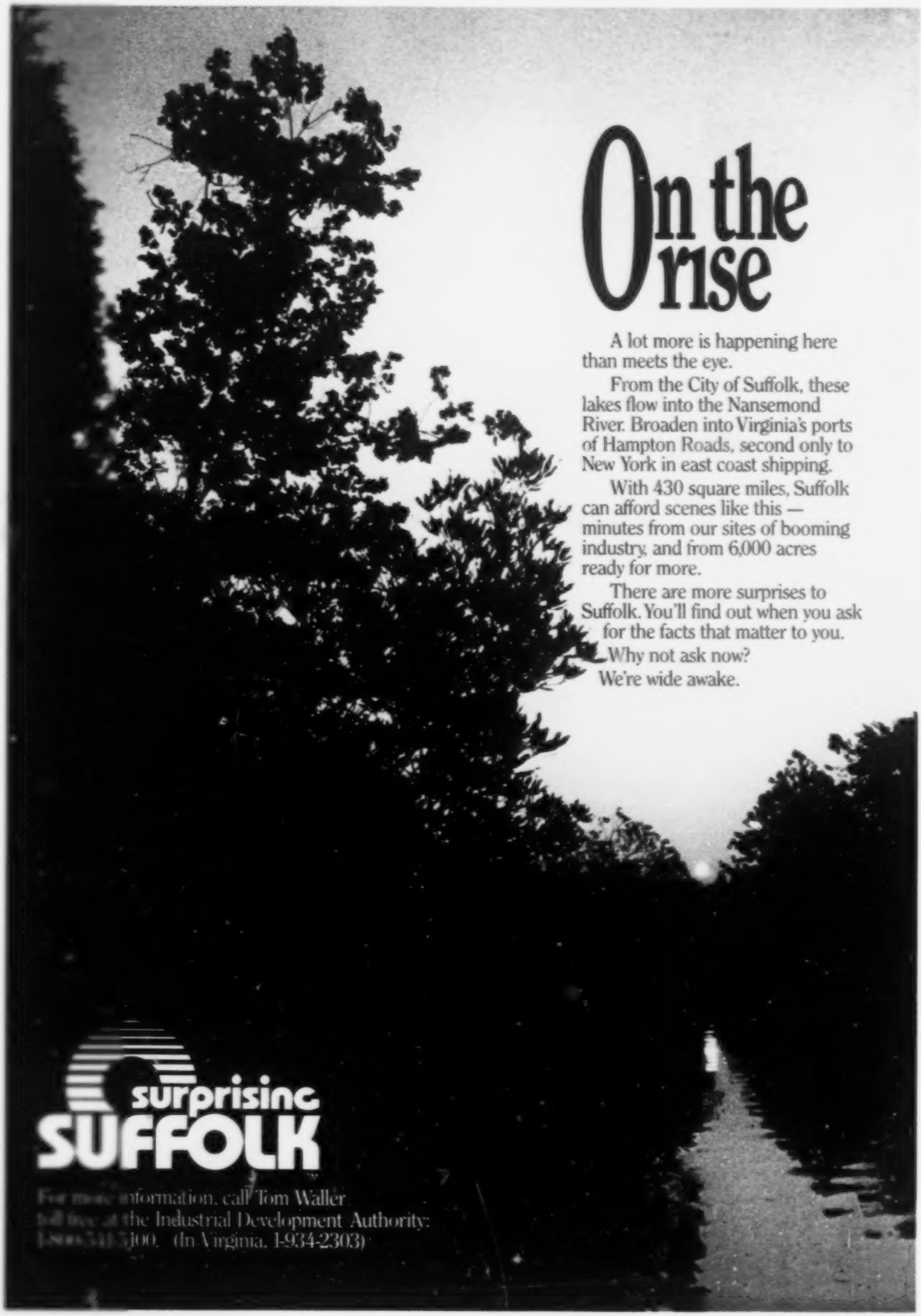

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I hope this issue will help you in your new location plans or in planning your new markets. Happy hunting.

Sincerely,

Arthur J. McGinnis Jr.

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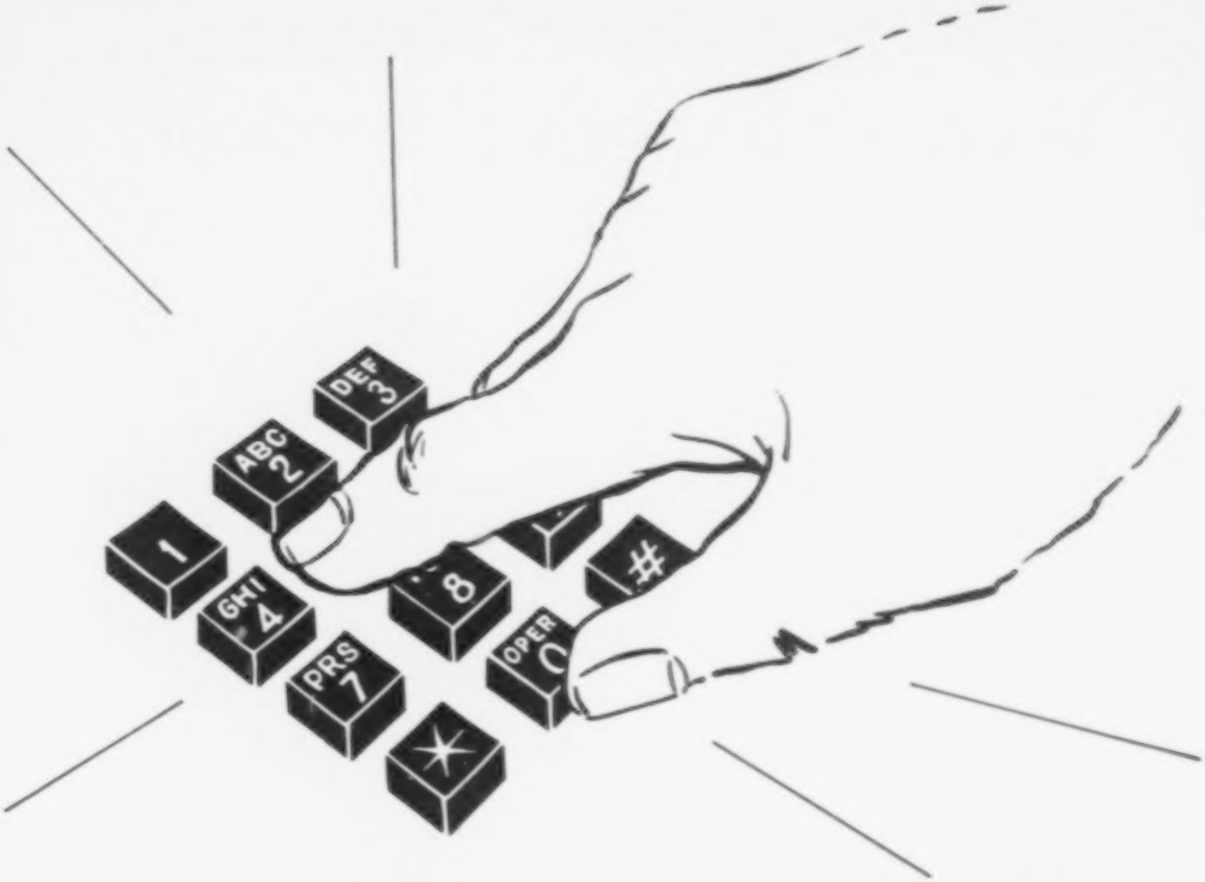

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Piggyback helps site-seekers bring home the bacon

By Luther S. Miller

As they weigh their transportation options, industrial site-seekers no longer have to make a choice between trains and trucks. In the fast-dawning age of intermodalism, they can have the best of both worlds: the long-haul economies of rail, the short-haul flexibility of trucks.

Piggyback—the haulage of highway vehicles on railroad flatcars—is not new. One hundred years ago the Long Island Rail Road was offering to "take the wagons and teams of the hucksters along its line into New York City at a rate of $4 each."

What *is* new is the freedom of the carriers, in the deregulated environment of the '80s, to take full advantage of the opportunities for combining rail and highway transportation into a single efficient, economic package. The railroads, for example, now have the pricing freedom to make more attractive deals with their customers, including highway truckers. In some cases, railroads are creating their own trucking operations to extend their marketing reach far beyond their tracks. The impact of this new surge of intermodalism on industrial development has been "dramatic and drastic," says R. W. Wyckoff, president of the Florida East Coast Railway.

"No longer are industrial parks being developed with the idea that rail service is a necessity," says Wyckoff. "In fact, industrial parks are springing up along our railroad without any rail sidings. Even without the rail connections, however, the parks are important to our company because of the industries locating therein utilizing TOFC/COFC as a means of receiving and transporting their products. This trend has achieved even greater emphasis than it normally would have due to rail deregulation."

F. E. Kalb, director of industrial development for the Santa Fe Railway, says the growth of intermodal transportation "means cataloging industrial sites that are not rail-served, yet are within a reasonable distance from one of our intermodal centers. It also means educating corporate site-seekers that choice industrial sites for rail-oriented operations do not necessarily have to be 'on-rail'."

Railroads are finding other ways to serve off-line customers. K.T. LaDuke, manager of industrial development for the Grand Trunk Western Railroad, says: "We feel that there is a market beyond the on-line and intermodal customer, and that is the shipper that uses less than rail carload volume. We have established transfer facilities at various points on our line to handle bulk commodities such as plastic pellets, liquid corn sweeteners, and lumber products of all types."

In addition to vastly improved capabilities in servicing off-line customers, deregulation has given railroad industrial development departments other valuable new sales tools. Contracting is one of the most important. Companies locating along railroad lines or near railroad intermodal hub terminals are now permitted to negotiate short- or long-term contracts with the carriers. These contracts carry built-in rate/service/equipment guarantees for the shipper. In return, the railroad gets an agreed-upon portion of that shipper's business over a stipulated period.

Deregulation gave railroad industrial development departments a shot in the arm just when they needed it most.

"Since the recession," points out J.M. Ostrow, vice-president of industrial development and staff services for the Union Pacific System, "a lot of the smokestack industries have not been building new facilities; instead, they have been improving existing facilities. So the total market for industrial development is not as great as it was in the days just prior to 1980. A big problem of railroad ID people today is that so much of the expansion is going into high-tech or service industries that do not necessarily produce a lot of transportation ton-miles. We have a lot of activity, but it involves smaller plants—for example, plants for fabricating plastic products.

"On the other hand, for the business that is available, we certainly have better tools, and we are learning how to use them."

Ostrow cites the following case of how contracting authority helped Union Pacific bring a big new customer on line:

"A major manufacturer of consumer products recently decided to establish a distribution facility in Southern California. We were successful in putting together what turned out to be a winning package that included dedicated equipment, new rates, and service commit-

---

*Mr. Miller is editor of **Railway Age** magazine.*

ments, as well as the facility location. We are now going into a second phase where our real estate sister company—Upland Industries, which like the railroad is a subsidiary of the Union Pacific Corp.—will build a facility to meet this customer's particular needs. In the meantime, the customer is using a temporary facility. In pre-Staggers Act days, we could not have put together such a total package."

G.A. McArdle, assistant vice-president of the Illinois Central Gulf Railroad for industrial development and marketing, notes that "the Staggers Act, in addition to allowing railroad pricing and marketing officials to respond more quickly and with more innovative solutions to free market opportunities, has also caused railroad industrial development officials to become more creative and flexible in attracting new industry. Much like uniform railroad prices, standard industry approaches to industrial development are a thing of the past. Subjects once discussed in concert with other carriers now have become competitive factors and not the purview of open discussions.

"A few years ago," recalls McArdle, "companies looking for new industrial sites were only interested in such things as water and sewer availability, power sources, taxes, schools, and labor availability. Now a great deal of emphasis is also placed on the types of programs railroads have that will enable companies to market their products. These programs receive the same consideration as incentives offered by states and local communities to attract industry. Some of our discussions with industry include incentives that will increase the potential for rail shipments and/or improve carrier equipment flows. Our ability to enter these discussions is a result of deregulation and the ability to enter into contracts."

Illinois Central Gulf's intermodal approach goes far beyond traditional piggyback operations: With the help of deregulation, ICG has won authority to operate as a motor carrier in 32 states. "This authority," says McArdle, "will enable us to offer more services, become more competitive, and be less dependent on other railroads for business."

ICG's intermodal capabilities helped account for the 30% increase in new-industry locations that it experienced in 1984. Says McArdle: "Our most recent and significant success has been in Hammond, La., on Interstate 12 and 55, where we have assisted in the development of an industrial park that has attracted two distribution operations, and a third has located elsewhere in the city. When completed, these firms will have constructed 1.3-million square feet of warehouse space. It is expected that these firms will generate in excess of 4,000 inbound carloads of business, all of which will move outbound by rail TOFC service or motor carrier."

As for contracting, McArdle tells the following success story which, he says, "shines as a beacon in southern Illinois":

"This contract, a first of its kind, was unique in that it provided annual volume, multiple-car rates at levels that varied depending on the level of service performed by the railroad.

"The town, Mound City, a heretofore sleepy little community located ten miles above the confluence of the Ohio and Mississippi Rivers, had lost the service of one railroad and it was threatened by the loss of the ICG.

"One big advantage this town had, though, was that it contained a port facility that remained open throughout the winter and could transfer from rail to barge. The combination of favorable weather conditions and transloading capability attracted firms that were exporting grain and grain products.

"The track into town was in poor condition; however, with assurance of consistent new business through a two-year contract with A.E. Staley Manufacturing Co., the ICG commenced to upgrade the track to handle 100-ton, multiple-car trains.

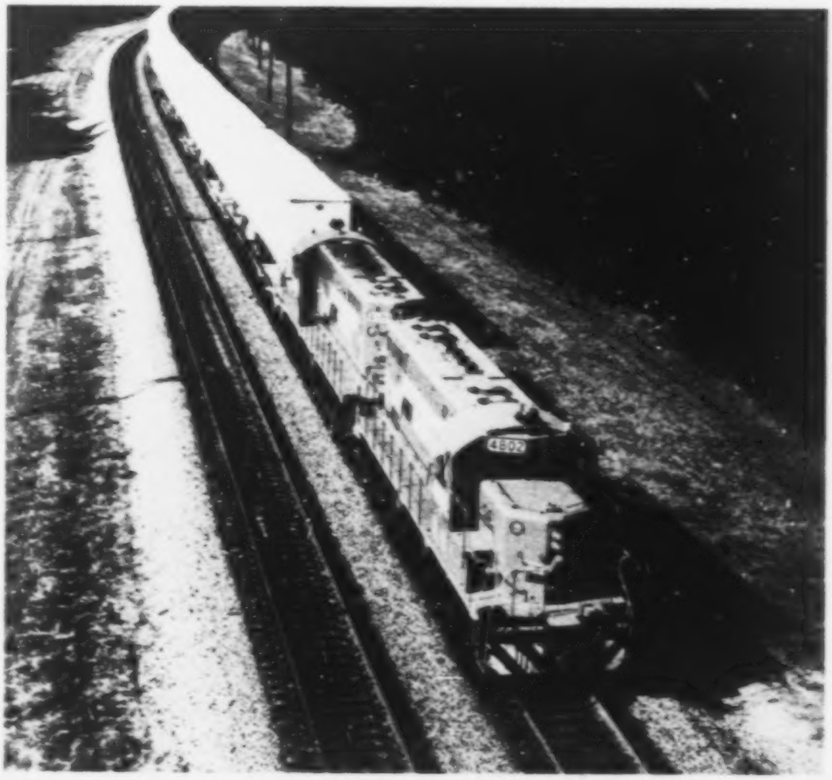
"Since this contract was signed in 1980, the Consolidated Grain & Barge Co. constructed its own rail-barge transfer operation in Mound City in 1982 to handle both coal and grain. In 1984, Consolidated tripled its throughput capability by adding almost a million bushels of storage capacity.

"A town once faced with the loss of rail service, with less than 100 carloads per year, has grown into one handling several thousands of cars per year. This is a case where industry, the railroads, and the community were able to benefit through the ability of the carriers to enter into contracts. If this contractual ability had not occurred, Mound City might still be waiting for opportunity to come its way."

The opportunities created by deregulation mean that railroad ID departments now work more closely than ever with other departments in their quest for new customers.

"We work especially closely with the marketing section of the traffic department to ensure that the sources of rail business which we locate are re-

By lowering the barriers to intermodalism, transportation deregulation has given business and industry great new flexibility in site selection. Last year more than 4.5 million trailers and containers traveled partly by rail and partly by highway. Above, a Seaboard System Railroad "piggyback" leaving Jacksonville, Fla.



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Staggers Act has made it necessary to involve many other departments of the railroad when an industry is making a site selection study," says Norfolk Southern. "Because freight rates are no longer the same for all railroads and published in official, binding tariffs, industries have the ability to negotiate with a rail carrier prior to the commitment of a plant location on a specific site in an effort to gain the most attractive total transportation cost. This requires the industrial development department to involve other people within the railroad who have responsibility for pricing, equipment acquisition, and train and switching services to provide answers and/or commitments in connection with the plant location project. Both Southern Railway and Norfolk & Western Railway have always used a team approach to industrial development, but deregulation has reemphasized teamwork and made it essential that many people within the railroad be brought in on industrial development projects to assure that the best effort is made."

In both physical and organizational resources, the railroads are well-positioned to take advantage of their new ID sales tools. For example, William H. Hardwick, manager of industrial development for the Southern Pacific Transportation Co., notes that "with more than 28,000 acres of prime industrial sites available and with over 100 railroad-owned warehouses and other storage facilities, SP is more than able to accommodate the growth trends of the West and Southwest areas of the United States. The scope of its site selection effort is not limited to a particular region, community, or to property owned by the railroad. SP can develop information quickly and objectively on hundreds of sites anywhere along its more than 13,000 miles of line."

It is the combination of available sites and new economic and service incentives that is dramatically changing the role of railroad ID people. "The Staggers Rail Act of 1980 has given railroads more freedom to respond to the demands of the marketplace," says James D. Bozard, vice-president, industrial development, of the Seaboard System Railroad. "We strongly feel that in order for our company to be competitive we must understand our customers' needs and find ways to meet them. This is especially true in our industrial development work. The Seaboard System Railroad serves one of the fastest growing areas of the country, and the members of our organization are in daily contact with industrial representatives planning the construction of new facilities on our line."

The Santa Fe Railway's Kalb sums up the continuing challenges facing railroad ID departments:

"The growth of piggyback, deregulation, and mergers have all had an impact on the changing role of the railroad industrial developer. In addition, one cannot overlook the importance of the state of our economy to our industrial development efforts. The level of interest rates and the strength of the U.S. dollar have certainly influenced the need for new or expanded industrial facilities in the U.S. In addition, changing attitudes in our country on behalf of the labor force, management, and government all have an effect. New inventory methods relying on just-in-time practices, in addition to underscoring the importance of piggyback, also are typical of the leaner attitude of American industry. This is reflected in the decrease in the number of industrial facility locations over the past ten years. As the number of industrial prospects decreases, competition for those locations increases. Innovation is going to be what is required for railroad industrial developers to take advantage of their new-found flexibility in a more competitive environment."

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Mergers offer new options

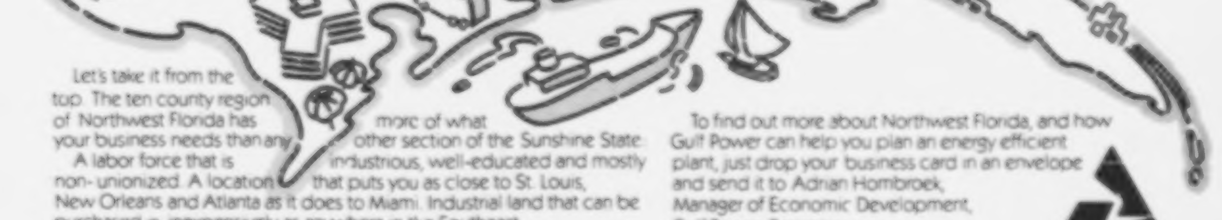
A big plus for many railroad ID people has been the wave of mergers that has swept the industry in recent years—mergers that have created such mega-railroad systems as the CSX Corp., Norfolk Southern, Conrail, Guilford Transportation Industries, Burlington Northern, Union Pacific System and (pending before the Interstate Commerce Commission) Santa Fe-Southern Pacific. Such mergers have given shippers new options of speedy, economic single-line service.

A good example is provided by the constituent properties of the CSX Corp., the Seaboard System Railroad and Chessie System Railroads. "We provide single system, one-stop transportation shopping service to our customers that allows them to reach markets that would not otherwise be possible," explains Seaboard System's vice-president of industrial development, James D. Bozard. "Business development activities between the two railroads are closely coordinated, and we are able to furnish up-to-date plant location information in the entire area served by the rail units of CSX involving 21 states and Ontario, Canada." For Seaboard alone, this added incentive in 1984 helped produce 186 new and expanded plant operations that will bring the railroad an additional $65 million a year in revenues.

Norfolk Southern says consolidation of the industrial development departments of the Southern and the Norfolk & Western has been a distinct boost for its own ID efforts: "It is now possible for site information on the same basis to be supplied over a 21-state area instead of having to deal with two different companies or two different departments providing information that was not directly comparable. This same advantage has been applied in our computerized inventory of available buildings. That inventory is now maintained for our entire service area of 21 states." Meanwhile, the merger of the two railroads "has had the result of making some industries that were seeking locations more attractive to Norfolk Southern. It may be that Southern Railway alone would get only a very short haul from traffic produced by a new industry locating, but by the combination of Southern and Norfolk & Western a much longer, more attractive haul is produced.

munerative for our company from a profitability standpoint," says Santa Fe's Kalb. "In addition, our marketing personnel now play a pivotal role in many cases as to whether to not we are able to land an industry. The ability to enter into rate contracts can be a great economic incentive to locate a major rail-shipping industry. On the other side of the profitability equation, Santa Fe's industrial development personnel are instructed also to work very closely with the operating department to ensure that the locations we submit to industry result in the lowest cost from the operating standpoint. As the railroad industry continues to evolve under deregulation, the role of the railroad industrial developer as a coordinator and liaison with other sections of the company is becoming increasingly focused and more evident. There is a whole array of incentives that we are investigating from an industrial development standpoint which previously had not been considered due to the constraints under which the railroads were operating."

A similar synergism is at work within the Norfolk Southern Corp., which was created by a merger of the Southern and the Norfolk & Western Railways. "The greater flexibility that is permitted by the



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Rapid-transit projects can help industrial development

By Harry L. Waddell

Seekers of industrial and office-sites with bright futures might do well to consider areas with new or coming-soon transit projects. Good public transit systems can enlarge the areas from which industrial-commercial establishments draw workers by making traveling to and from the job easier and less expensive for employees.

Old, old-timers will recall what development of a modern, efficient rapid-transit system did in the 1920s to open up the area west of Cleveland, Ohio. It expanded the residential and commercial horizon of a mature city in a spectacular way.

Much more recent experiences—such as those of the highly effective rail transit lines of Washington, D.C.'s Metro and the extremely successful Metro system serving the Toronto, Ontario, area—have led the way into a new era of broader development of rail transit systems.

Toronto's system began with a short line in the 1940s, now embraces heavy rail, light rail, and commuter rail lines, and has further extensions under construction. It has literally created a host of industrial, commercial, and residential communities. The Washington, D.C., Metro began services in 1976 and has extensions both under construction and planned.

Among other cities with rail transit systems opened in the 1970s and '80s are San Francisco/Oakland, Calif.; Detroit, Mich.; Atlanta, Ga.; Edmonton and Calgary, Alberta, in Canada; San Diego, Calif.; Baltimore, Md.; Miami, Fla.; and, most recently, Buffalo, N.Y. Buffalo's project is a combination of subway and service trackage that runs from the center of the business district to the eastern edge of the city, where the campus of the State University of New York at Buffalo is situated. There are plans for a further extension outward from the city limits to large suburban communities.

Many of these systems and others that pre-date them have extensions under construction and/or planned.

A pause in growth? There is some concern that the federal budget crunch in the U.S. may slow down the growth of rail transit in recent years. At the beginning of the second quarter of 1985 it was not clear precisely what the effect would be.

According to the American Public Transit Association, 1985-86 budget cuts proposed by the Reagan Administration would not interfere with federal financing of transit projects already under construction. For those in the planning or proposal stage, an association spokesman said, the brightest prospect is for some delay, and the worst outlook is for abandonment of federal financial help for some projects.

"Interest in a vigorous program of rail transit development extends well beyond the transit industry and the individual communities it serves," according to the American Public Transit Association. "Rail transit provides overwhelming advantages [when looked at from] many aspects of critical local and national concern—including economic health, energy conservation, and environmental protection....

"Rail transit is less costly to construct than urban-area highways on the basis of passenger-mile capacity."

A form of transit systems that is increasingly popular today is so-called "light rail." Such systems offer high-capacity service on semi-private rights of way at considerable speeds with streetcar-type equipment, but can operate on city streets with frequent stops.

The other important types of rail transit are "heavy rail" (exclusive rights of way, high platform loading, high speeds, and multi-car trains) and "commuter rail" (operating on mainline rail road tracks at high speed, using locomotives or self-propelled cars in multi-car trains).

Significance. A study issued in 1982, written by the Regional Plan Association and funded by the federal Urban Mass Transit Administration, identified the areas surrounding four cities where heavy rail or light rail transit could be immediately cost-effective in appropriate corridors: Los Angeles, Seattle, Honolulu, and Houston.

The report also said that light rail systems could be cost-effective for selected corridors in the areas of ten other cities: Dallas, St. Louis, Milwaukee, Minneapolis, Indianapolis, Louisville, Cincinnati, Denver, Kansas City, and Columbus (Ohio).

The importance of industrial and commercial site seekers is that transit systems enlarge the areas from which employers can attract the particular kinds of employees they need. Rapid transit can enable a company that prefers the countryside for its own location to reach into the urban center for people of special skills and education—reverse commuters. Or a company may draw into a city facility the sort of suburban-living employees it may prefer.

Mr. Waddell is editor emeritus of ABA Banking Journal

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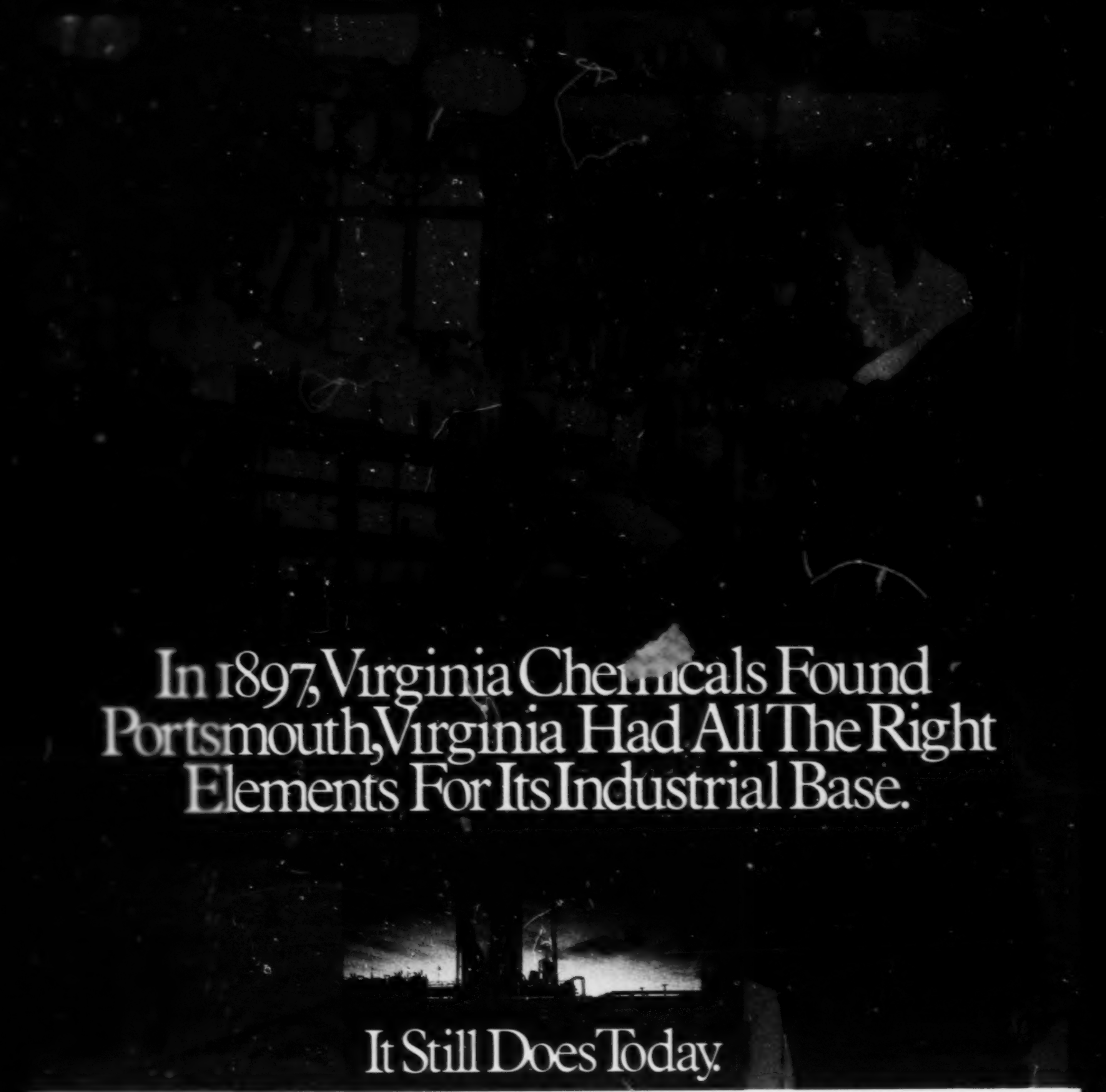

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Is a research park right for you?

By Ted M. Levine

"The wave of the future!" says an advocate.

"A snare and a delusion!" says a critic in rebuttal.

They are discussing research parks, relatively recent phenomena that have almost doubled in number from 81 in 1971 to about 150 today, according to the U.S. Congress's Office of Technology Assessment.

Well, who's right?

The answer in a single word, is "both."

In a recent survey, Development Counsellors asked a dozen of its economic development clients and contacts two basic questions: What is a research park? And who can best use it?

The highly varied responses suggest the story of the three blind men trying to define an elephant by feel: It all depends on where you stand. For the right company, a research park location can serve as a potent business-expansion hormone. On the other hand, for the wrong company, it can not only stunt growth but also prove a powerful pain in the corporate neck and purse. Let's take a look at how and why.

What it is. First, on the pivotal matter of definition, a research park under our private enterprise system is simply anything the developer wants it to be.

"All you need is a hammer, some nails, a nicely painted sign, and a cornfield and you can have yourself a research park," says longtime development professional Richard Knowlton, industrial development director of New York State Electric & Gas Company.

There are somewhat more rigid definitions that are being applied increasingly. At the end of 1983, the Task Force on Innovation of the National Governors Association put it this way:

"Research parks, in their setting and environment, are not unlike university campuses. Moreover, they encompass a broad array of private research firms and, on occasion, light manufacturing industries.... First of all they are designed to attract private industry from outside as well as inside the state. They serve to stimulate the growth of new industry/university linkages, provide opportunities for cooperative and sometimes collaborative research, facilitate closer interaction between industry and university researchers, and thus can encourage and promote serendipity in technological innovation and development. Research parks also provide a means for fulfilling long-range state R&D and technology policy goals and strategies; their planning, development and industrial composition can be targeted to state needs, perceived innovation opportunities, and economic development plans."

Translating these concepts into more practical terms, Bruce Pearson, president of the Dayton (Ohio) Development Council, whose area includes the new Miami Valley Research Park, suggests you look for these characteristics in trying to recognize the genuine article:

- All utilities and transportation links in place;
- Impressive infrastructural improvements;
- Pleasant, usually pastoral, surroundings;
- A campus-like mood and feel;
- Close physical and intellectual ties to a university or research-related organization—or better, both;
- Professional park management and maintenance; and often
- A cluster of brainpower specialties that logically intersect.

The Miami Valley Research Park itself fills these specifications to a proverbial T. Situated close to Wright-Patterson Air Force Base, the U.S. Air Force's logistics and research center, it is also cheek-by-jowl to an impressive mix of institutions of higher learning like the University of Dayton and Wright State University as well as a brace of research-minded "high tech" companies such as Mead, NCR, Bendix, and Grumman. Among the area's already established advanced-technology specialties are data processing, computer software, defense electronics, aerospace, precision machinery, and microelectronics. Moreover, Air Force researchers and local companies provide a supply of technical talent for newcomers, and a pool of venture capital is starting to invest in the area.

In short, this is the kind of "critical mass" you should be looking for in recognizing and assessing a *real* research park.

The real thing. Genuine research parks of this kind can be divided into three categories: mature, newly developed, and emerging.

In the "mature" grouping are pioneer parks in the big three areas of high technology: the so-called "Silicon Valley," concentrated in California's Santa Clara County; "Route 128," a section of New England taking its name from the beltway that circles the north, west, and south of Boston and now includes parts of New Hampshire and Rhode Island; and The North Carolina Research Triangle, whose three anchors are Raleigh, Durham, and Chapel Hill. Of these, only the Research Triangle is the proper name of a coordinated development; the other two are broader areas containing a variety of research and industrial groupings.

Almost in this category are another two research park constellations in 22 states from Alabama's Huntsville weapons and telecommunications cluster through the alphabet to Ohio's centers in Cleveland and Columbus nurturing such esoteric specialties as polymer research, robotics, and welding technology, and to the State of Washington's Seattle-Bellevue corridor which focusses on software, avionics, and medical electronics.

And just getting under way are such newcomers as Florida's "robot alley," from Gainesville southward to Orlando; Rhode Island's marine-military Aquidneck Island, home of the Naval War College; Tennessee's Oak Ridge cluster, with a strong emphasis on energy systems; and Burlington, Vermont, where big names like GE and IBM are producing

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Mr. Levine is president of Development Counsellors International, New York City.

printed-circuit boards and navigational communications systems—almost in the shadows of some of the best ski slopes in the country.

Note of caution. While the number of research parks has been growing with some speed, there has not been the exponential explosiveness that some of their backers suggested only a few years ago. Paul Phelps, project director of a study titled "Technology, Innovation and Regional Economic Development," funded by the federal Office of Technology Assessment, comments:

"Half of the science and high-technology parks have not panned out, and fewer than one in four university-related science parks have made it…High expectations have resulted in plenty of disappointments among the organizers of research parks when efforts haven't met with the same success as the granddaddy parks like the Research Triangle in North Carolina and the Stanford Research Park in California."

Therefore, if you're even beginning to consider putting a facility in a research park, make sure it isn't going to collapse in your face financially right at the start. How can you know? Ken LeFevre, deputy commissioner of the New Jersey Department of Commerce and Economic Development, whose state boasts the enormously successful Princeton-Forrestal Center, a 600-acre, $100 million supercomplex, puts forth this advice:

"Don't be a pioneer. It is absolutely critical that, before you become part of it, the park have within it—or at least committed to it—a large, well-established company with a solid, sizeable branch operation.

"Research parks must also have some startup companies offering new products or services; these, after large branch operations, may be the most sought-after candidates for occupancy in high-technology parks. Their appeal lies in the possibility that their products will become popular and make employment soar.

"In order for a research park to get out of its planning stage, its location must offer possibilities for interaction with a high-technology or scientific community that includes a university, a government facility, or an industrial complex. History has shown that, without this attribute, many planned research park ventures will not succeed. Otherwise, they become little more than high-quality industrial parks."

New Jersey's LeFevre adds two additional observations on what makes a research park click: "Developers must have the courage and cash to realize that a minimum of ten years is usually needed to establish a real base of local employers." Also: "The most successful research parks in terms of employment are not necessarily limited to R&D but also include high-technology, light manufacturing activities, and office and administrative services."

Dick Knowlton of New York State Electric & Gas adds these additional pragmatic considerations:

"Deal only with a research park principal who is a professional with a track record you can trust. Make sure the restrictions controlling the park are not too easily changed; otherwise, the management might let other types of non-compatible businesses in, or make alterations for later firms that could be detrimental to the older tenants operating in the park. And, finally, never be the first one in a research park, because you can't be sure of who your neighbors will be; but also don't be the last one in, because by that time you'll probably have to pay premium prices for your space."

Even if you're dealing with the genuine article rather than a gold-plated counterfeit, does location in a specialized research or high-tech park make sense? Here the river of opinion divides:

Effectively constructing the case for research parks is Dayton's Bruce Pearson. Among the reasons he mobilizes: the intellectual synergy that comes from like-minded creative, scientific people; ready access to higher education as a source of people, ideas and projects; unusually pleasant amenities; strong barriers against environmental degradations; enhanced quality of life; and property values that usually rise much faster than average.

And in some ways the record seems to bear him out. Not only have the Silicon Valley in California, Route 128 in New England, and the North Carolina Research Triangle taken off, but many of the really well-planned newer research parks have enjoyed almost vertical ascent. Consider, for example, New Jersey's Princeton Forrestal Center. Here's Bob Wolfe, general manager, contemplating what has indeed turned out to be a pretty fast track:

"It was Princeton University's intention that only top-quality companies whose reputations were compatible with its own be allowed into the center, because one of the prime objectives was to protect the ambience around the research campus. About 65% of the center's 5,000 employees work for ten companies, many of which are large corporations, including IBM and RCA, with satellite offices. When Merrill Lynch completes 1.8 million square feet of office space that it is building here, it will bring in an additional 5,000 employees."

Many of the newer research parks exhibit the same spirit of enthusiasm. In Dayton, for example, Dr. Robert J. Keg-

Ten points to help decide if a research park is right for you

1. Are you the right size to benefit from the infrastructure of a research park but not be hampered by some of its restrictions for tenants?

2. Are you in an industry that requires ready and continuous access to nearby research and development resources?

3. For your own staff, do you require a local pool of scientists, engineers, and other technology-oriented employment prospects who might find a research park environment attractive?

4. Is venture capital that is especially available to park tenants something you would find important to your growth or startup?

5. Would it be beneficial if you could call upon scientists and engineers at nearby universities for solving problems related to your production?

6. Similarly, might such education offerings be of value to both technical staff and their spouses?

7. Is much of your work force highly skilled?

8. Are you in an industry that at its core involves a special advanced technology: biomedical, aviation/avionics, telecommunications, electronics, robotics, polymers, etc.?

9. Have you outgrown your local supply of brainpower?

10. Would available facilities in a research park for conferences, hotels, shopping, restaurants, a planned community, and related amenities be a significant advantage to your company's operations?

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gereis, president of Wright State University and a vice-president of the Miami Valley Research Foundation, looks ahead at future possibilities:

"Dayton's research park doesn't require an extraordinary explanation or selling job. We already have an exceptional, well-qualified support base and compatible community for research and development. Dayton is a city with a great tradition of inventions, innovations, entrepreneurships, scientific advancements, and engineering applications. The eras of the Wright Brothers, General Motors' Charles Kettering, and National Cash Register's John Patterson have contributed a unique, inventive characteristic to the city. Add the strength found at the Wright-Patterson Air Force Base—which is the biggest concentration of research and development of the Department of Defense at a single site—and it means we're already in the ballgame. We don't have to explain why; we just have to put on our uniforms."

Yet not everybody is equally bullish about research parks. Some states have in fact elected to stand on the sidelines rather than join the parade. Secretary of Commerce Carroll Knicely of Kentucky states what is clearly a minority position, backing research facilities individually rather than in a collective park.

"Kentucky doesn't have a general research and development park. Significant developmental research is, however, conducted by privately owned facilities and at state-supported universities having research foundations or sources of private funding for developmental research projects...Rather than a general research park offering broad-based services to a variety of industrial clients, Kentucky has company-owned and -developed research projects. These units are customized facilities designed to handle research and development on a company's specific products."

Also, the versatile Bruce Pearson of the Dayton Development Council doesn't go overboard for research parks. He says: "There are also plenty of CONs as well as PROs. Here are a few: more severe restrictions on future activities and operations; usually higher costs; and the ever-present danger that your top technical people may be lured away by the people literally next door."

A bundle of ifs. Let's now move to the bottom line. Is a research park for you? Here's what it seems to boil down to:

As with any other commodity, shop around. If the research park you're considering seems to have a "tone" and "personality" that's compatible with your company's; if the restrictions and amenities will enhance your operations rather than cramp your style; if you're reasonably certain that your company won't expand too sizeably and transform itself into something else; if you're willing to pay 15%-20% more on the average for a site; if the interface and interplay with your corporate neighbors would yield a plus rather than a minus; and if proximity to universities or other centers of higher learning has a greater lure than going-it-alone, then you might well consider scouting among the 150 research parks that are sprouting out in all regions of the American landscape.

On the other hand, if you simply see this as the "in thing" to do; if you gain little or nothing through like-minded neighbors; if paying a premium doesn't appeal to you; or if you can have access to knowledge and technology as easily on your own as through a research park environment, it might be well for you to look elsewhere.

One final caveat and reminder: Look long before you leap, to be sure the beautifully rendered artist's drawing or the passionately visionary brochure copy don't sell you on something that doesn't yet exist.

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Some successful research parks

Research Park	Location
Baltimore-Washington Science and Industry Center	Baltimore, MD
Cornell University Research Park	Ithaca, NY
Greater Ann Arbor Research Park	Ann Arbor, MI
Interstate Research Park	Champaign, IL
Lexington Industrial Park	Lexington, MA
Palo Alto Industrial Park	Palo Alto, CA
Purdue Industrial Research Park	West Lafayette, IN
Ravenel Research Center	Clemson, SC
Research Triangle	Raleigh, NC
Stanford Industrial Park	Palo Alto, CA
Technology Square	Cambridge, MA
University Circle Research Park	Cleveland, OH
University City Science Center	Philadelphia, PA
University of Georgia Research Park	Athens, GA
University of Kansas Research Park	Lawrence, KS
University of Missouri Research Park	Columbia, MO
University of New Mexico Research Park	Albuquerque, NM
University of Oklahoma Research Park	Norman, OK
University Research Park	Charlotte, NC

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How to control rising energy costs

By Thomas Antenen

Energy costs are among the biggest of the overhead business expenses, and they are a critical factor in determining where a company will locate or expand. They are also generally misunderstood.

The most common misconception regarding energy costs is that little can be done to control these costs beyond reducing consumption, turning off equipment when not in use, or building your own generating facility. But a more practical, if less well-known, solution to the problem involves analyzing and negotiating your utility rate structures—you may be overpaying for electricity, gas, oil, water, or steam.

Many businessmen do not realize that utility rates are subject to contractual negotiation, according to Sarkis Soultanian, executive vice-president of National Utility Service Inc., New York, the nation's largest utility cost-control firm. "Utility rates are negotiable, but the burden rests with the customer. Utility companies are not required by state or federal law to inform their customers if a more favorable rate is available to them.

"The fact is that within the industrial/commercial framework of rate structures there is often more than one rate schedule available, each of which will yield a different sized utility bill. The wrong schedule can add thousands of dollars to the annual utility expenditure of business," Soultanian states.

Case studies. As an example, Soultanian points to a Northeast manufacturer with two plants located one and one-half miles apart. The manufacturer was able to save $50,000 a year on electricity costs by installing a connecting line between the two plants, which qualified him for a more economical rate based on combined consumption.

In another instance, a Midwest machine-parts manufacturer retained analysts to help reduce rising electric bills. After a thorough review of the client's utility invoices and rate contract, the analysts discovered that the manufacturer was being billed at a rate based on fluctuating load, although his load factors exceeded the utility's billing guidelines for fluctuating load. They determined that if the client were to be billed based on constant load, the result would be lower per-kilowatt-hour costs.

Guided by the analysts, the client began negotiations for the lower rate. After lengthy correspondence, the utility acknowledged the applicability of their request and instituted the new rate, resulting in a savings to the manufacturer of approximately $28,000 annually.

Continuing analysis. Due to the complex nature of utility rate structures and the vast amount of data required to conduct a thorough rate analysis, it is usually cost-effective to hire outside energy rate analysts on a continuing basis. "It is important to note that the best type of rate analysis should provide for continuous monitoring services, as opposed to a one-time fix-it approach," says Sarkis Soultanian. "Utilities regularly revise their rate structures, and consumption requirements of a business can change over time. Periodic rate and usage analysis to determine if changed conditions warrant negotiation for a new rate will often result in additional savings to the client."

Most utilities offer rate discounts for constant load requirements, as well as considerations such as cumulative minimums and contract waivers. The utility will not always inform you if you qualify for a lower rate, however, nor will it analyze your rate contracts to determine if you are being billed at the lowest possible costs—it is the customer who must approach the utility with the research, and with the facts to back up the request.

So the message is simple—your monthly energy bill can be costing you more money than it should. But by working with outside rate analysts, there's a good chance you can actually save money and increase your bottom line profit.

Mr. Antenen is with Arthur Domingo Associates, New York.

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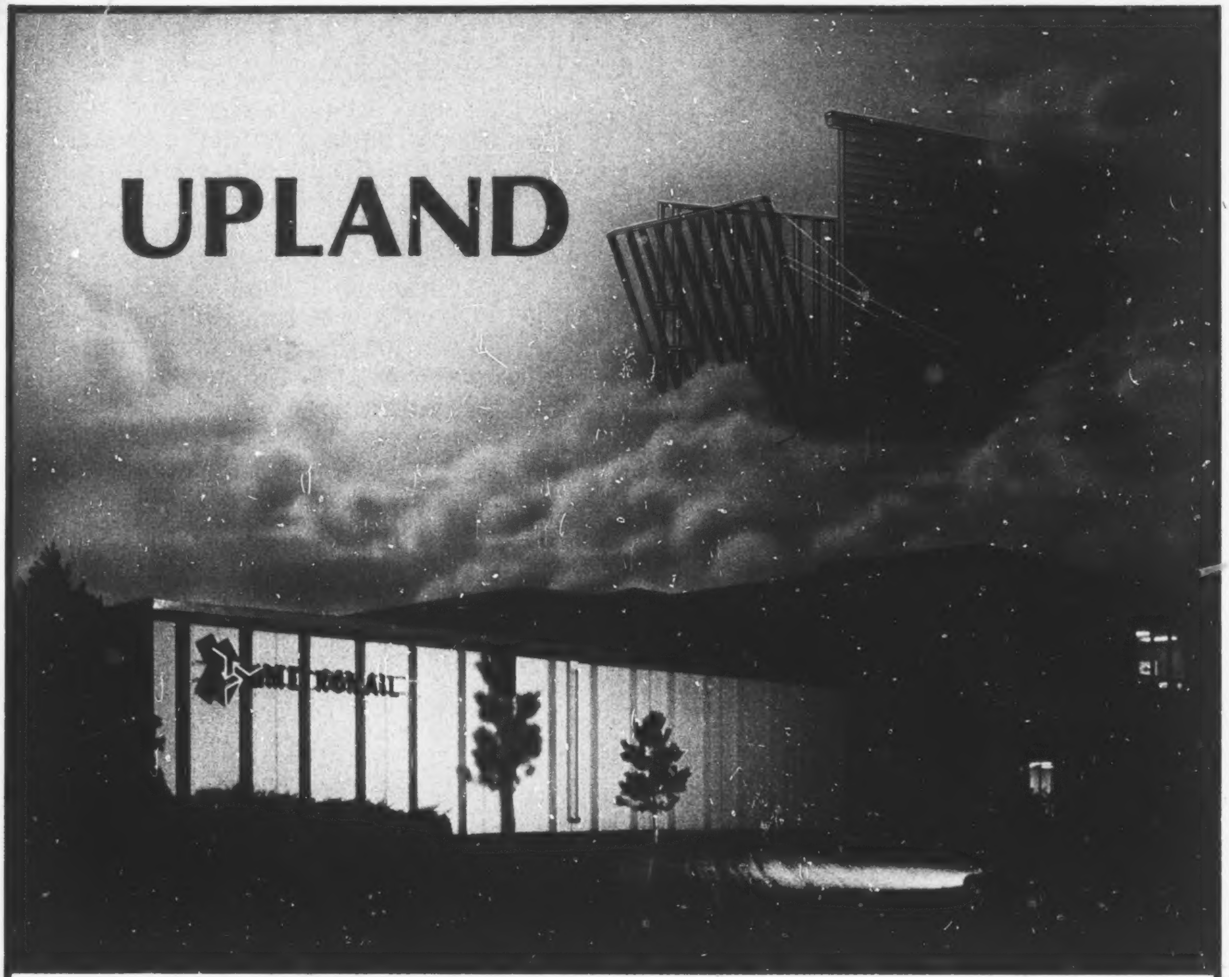

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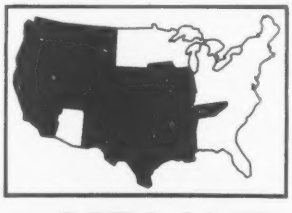

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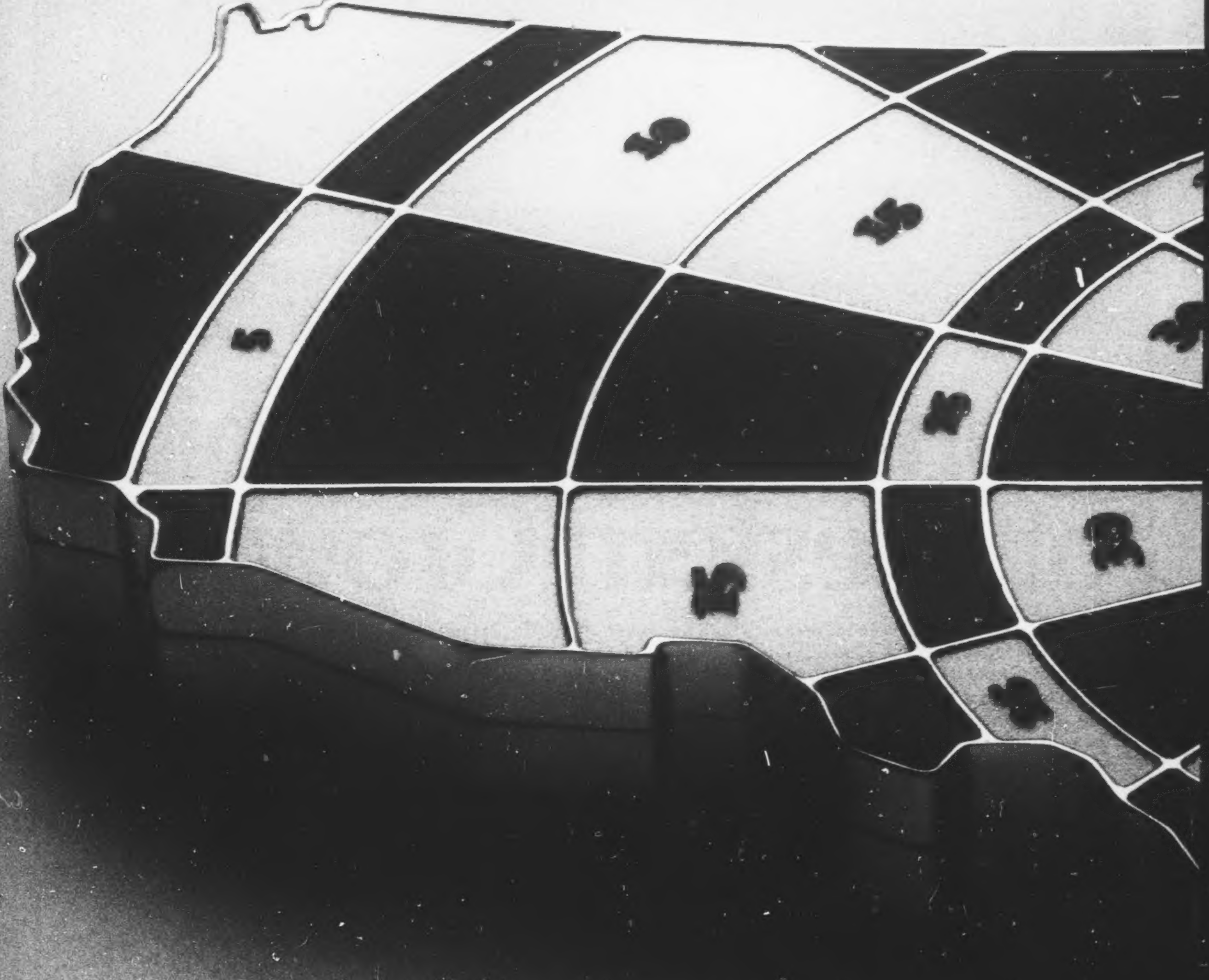

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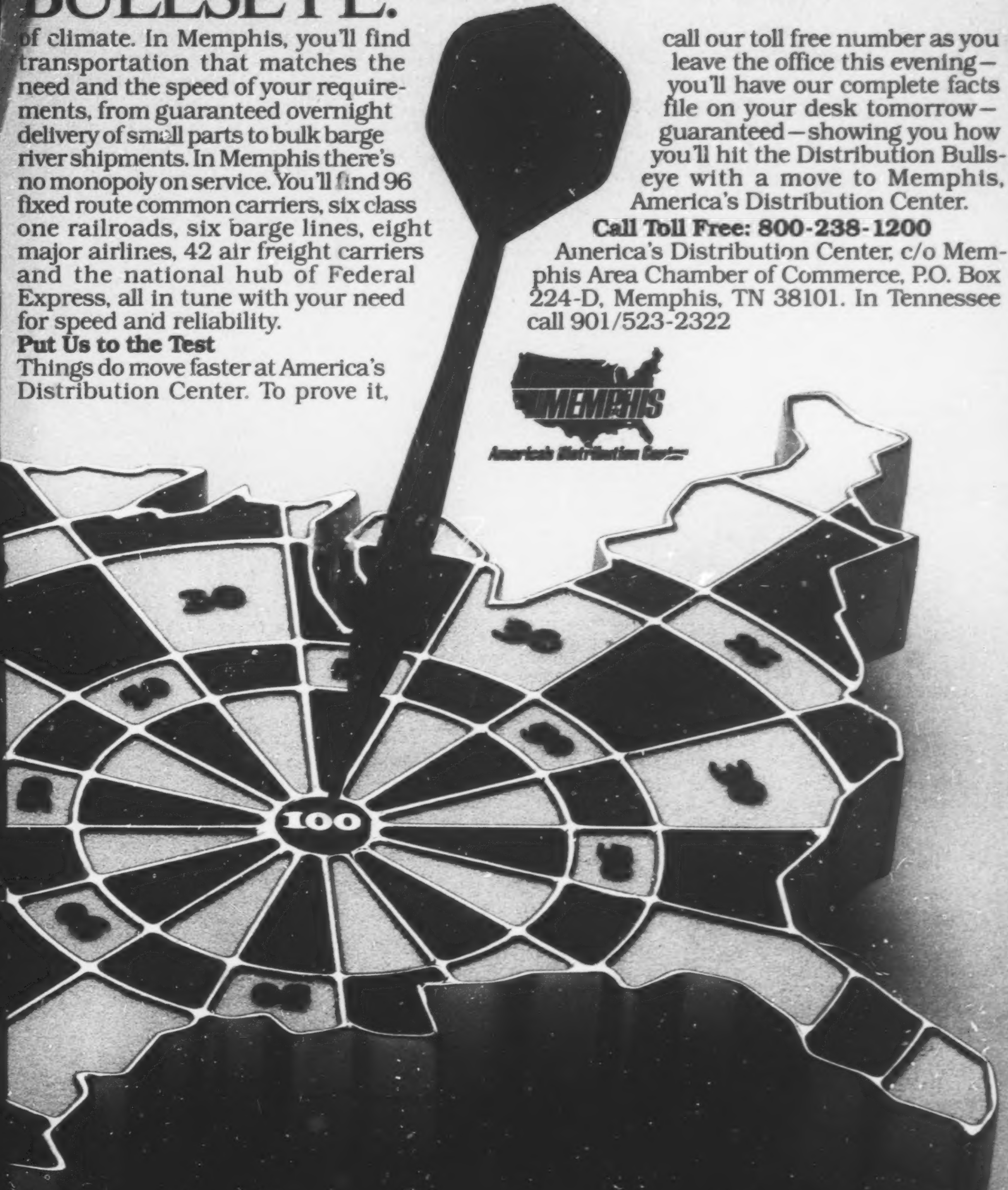

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TRANSPORTATION INDEX

NAMES, ADDRESSES, AND INDUSTRIAL DEVELOPMENT MANAGERS IN STATES AND PROVINCIAL SECTIONS

Railroads

The Alaska Railroad
M. W. Akers, Mgr., I.D. & R.E.
Pouch 7-2111
Anchorage, AK 99510-7069
907/265-2411

Algoma Central Rwy.
W. L. Oliphant, Lands & Forest Mgr.
P.O. Box 7000
Sault Ste. Marie, ON P6A 5P6
705/949-2113

Arkansas & Louisiana Missouri Rwy. Co.
H. B. Wilson, Op. V.P.
P.O. Box 1653
Monroe, LA 71201
318/362-2250

Atchison, Topeka & Santa Fe Rwy.
F. E. "Skip" Kalb, Jr., Ind. Dev. Mgr.
80 E. Jackson Blvd.
Chicago, IL 60604
312/427-4900

Atlanta & St. Andrews Bay Rwy.
W. K. Edwards, Asst. to Chmn.
514 E. Main St., P.O. Box 729
Dothan, AL 36302
205/792-0973

Baltimore & Annapolis Railroad Co.
K. A. Pippin, Pres. & Gen. Mgr.
P.O. Box 490
Glen Burnie, MD 21601
301/760-2360

Baltimore & Ohio Chicago Terminal R.R.
J. R. Hickman
Gen. Mgr., R.E. & I.D.
2 N. Charles St.
Baltimore, MD 21201
301/237-2000

Bangor & Aroostook Railroad
Walter E. Travis, Pres.
N. Maine Junction Park, R.R. 2
Bangor, ME 04401
207/848-5711

Bay Colony Railroad Corp.
S. J. Fay, P.R. & Info.
420 Bedford St.
Lexington, MA 02173
617/861-6480

B C Rail
M. C. Norris, Pres. & CEO
P.O. Box 8770
Vancouver, BC V6B 4X6
604/986-2012

Belt Rwy. Co. of Chicago
D. J. Murray, Land & Tax Cmsr.
6900 S. Central Ave.
Chicago, IL 60638
312/496-4000

Bessemer & Lake Erie R.R. Co.
R.D. Kocur, R.E. Mgr.
P.O. Box 68
Monroeville, PA 15146
412/829-6600

Boston & Maine Corp.
E. J. Marrs, R.E. & I.D. Dir.
Iron Horse Park
N. Billerica, MA 01862
617/667-8100

Burlington Northern R.R. Co.
J. R. Galassi, V.P.
Sales & Property Mgt.
Continental Plz. 777 Main St.
Ft. Worth, TX 76102
817/878-2000

Canadian National Rwys.
D. H. Burstow, Pres., R.E.
P.O. Box 8100
Montreal, QB H3C 3N4
514/877-5430

Canadian Pacific Ltd.
F. S. Burbidge, Chmn. & CEO
P.O. Box 6042, Sta. A
Montreal, QB H3C 3E4
514/395-5151

Central Vermont Rwy., Inc.
T. J. Faucett, R.E. Mgr.
2 Federal St.
St. Albans, VT 05478
802/527-7518

Chessie System Railroads
I. J. Warren, Ind. Dev. Dir.
100 N. Charles St.
Baltimore, MD 21201
301/237-3318

Chicago & North Western Transportation Co.
Robert W. Mickey, V.P., R.E. & I.D.
One North Western Center
Chicago, IL 60606
312/559-7000

Chicago S. Shore & S. Bend R.R.
A. W. Dudley, Pres. & Gen. Mgr.
N. Carroll Ave.
Michigan City, IN 46360
219/874-4221

Consolidated Rail Corp. (Conrail)
L. A. Huff, Asst. V.P., R.E.
6 Penn Center Plaza
Philadelphia, PA 19103
215/977-4000

C P Rail
J. A. McDonald, V.P., Ind. Rel.
P.O. Box 6042, Station A
Montreal, QB H3C 3E4
514/395-5151

Delaware & Hudson Rwy. Co.
J. A. Denison, R.E. & I.D. Dir.
P.O. Box 127, Fifth St.
Watervliet, NY 12189
518/271-4332

Denver & Rio Grande Western R.R.
T. A. Arnold, Plng. & Dev. Dir.
1515 Arapahoe St., P.O. Box 5482
Denver, CO 80217
303/629-5533

Detroit & Mackinac Rwy. Co.
B. J. Biscan, V.P. & Gen. Mgr.
120 Oak St.
Tawas City, MI 48763
517/362-3461

Duluth, Missabe & Iron Range Rwy.
M. H. Gearns, R.E. Mgr.
500 Missabe Bldg.
Duluth, MN 55802
218/723-2115

Eastern Shore Railroad, Inc.
J. T. Holland, Pres.
P.O. Box 312
Cape Charles, VA 23310-0312
804/331-1094

Elgin, Joliet & Eastern Rwy.
R. Vignovic, Mktg. Dir.
P.O. Box 880
Joliet, IL 60434
815/740-6622

Florida East Coast Rwy. Co.
W. E. Durham, Jr., V.P., R.E. & I.D.
1 Malaga St., P.O. Drawer 1048
St. Augustine, FL 32084
904/829-3421

Grand Trunk Western R. R.
A. H. Callewaert
Ind. & Res. Dev. Dir.
131 W. Lafayette Blvd.
Detroit, MI 48226
313/962-2260

Illinois Central Gulf R.R. Co.
R. A. Irvine, V.P., R.E.
233 N. Michigan Ave.
Chicago, IL 60601
312/565-1600

Indiana Harbor Belt R.R. Co.
W. F. Krupinski, R.E. Mgr.
Union Station
Chicago, IL 60606
312/768-9170

Iowa Railroad Co.
G. R. Schwab, Pres.
P.O. Box 10355
Des Moines, IA 50306
515/279-4903

Kansas City Southern Rwy. Co.
I. W. Ploth, Mktg. Dev. V.P.
114 W. 11th St.
Kansas City, MO 64105
816/556-0302

Long Island Railroad Co.
A. Zetlin, P.R. Dir.
Jamaica Station
Jamaica, NY 11435
212/526-0900

Maine Central Railroad Co.
J. R. McFarlane, I.D. & R.E. Mgr.
242 St. John St.
Portland, ME 04102
207/773-7333

Milwaukee Road (Chicago, Milwaukee, St. Paul & Pacific R.R. Co.)
B. H. Bobbitt, Asst. V.P., Prop. Mgt.
Union Sta., 516 W. Jackson Blvd.
Chicago, IL 60606
312/648-3000

Missouri-Kansas-Texas R.R. Co.
Harold O. Brandt, V.P., R.E. & I.D.
701 Commerce St.
Dallas, TX 75202
214/651-6700

N.Y. Susquehanna & Western R.R.
(Delaware Otsego System)
T. D. Williams, R.E. Mgr.
One Railroad Ave.
Cooperstown, NY 13326
607/547-2555

Norfolk Southern Corp.
E. L. deButts, R.E. V.P.
1 Commercial Pl., P.O. Box 3609
Norfolk, VA 23514
804/629-2600

Octoraro Railway, Inc.
M. S. Bennett, Pres.
P.O. Box 146
Kennett Square, PA 19348
215/444-0238

Ontario Northland Rwy.
P. A. Dyment, Gen. Mgr.
195 Regina St.
North Bay, ON P1B 8L3
705/472-4500

Pittsburgh & Lake Erie R.R. Co.
R. E. Thompson, Pres. & CEO
Commerce Ct., 4 Sta. Sq.
Pittsburg, PA 15219
412/261-3201

Providence & Worcester R.R. Co.
O. R. Harrold, Pres.
382 Southbridge St., P.O. Box 1188
Worcester, MA 01601
617/799-4472

St. Louis Southwestern Rwy. Co.
S. A. Sutfin, R.E. V.P.
1 Market Plaza
San Francisco, CA 94105
415/541-1000

Seaboard System Railroad
J. D. Bozard, Ind. Dev. V.P.
J. M. White, Ind. Dev. Dir.
500 Water St.
Jacksonville, FL 32202
904/359-1747
904/359-1750

Soo Line Railroad Co.
S. Mrosak, R.E. Dev. & Mgmt. Dir.
800 Soo Line Bldg., P.O. Box 530
Minneapolis, MN 55440
612/332-1261

Southern Pacific Trans. Co.
S. A. Sutfin, R.E. V.P.
1 Market Plaza
San Francisco, CA 94105
415/541-1000

Spencerville & Elgin R.R. Co.
D. L. Meeker, Pres. & CEO
P.O. Box 7
Spencerville, OH 45887
419/647-4373

Terminal R.R. Assn. of St. Louis
C. G. Cross, V.P., Traf., R.E., & Tax
2016 Madison Ave.
Granite City, IL 62040
618/451-8300

Union Pacific System
C. R. Black, I.D. Dir.
1416 Dodge St.
Omaha, NE 68179
402/271-5000

Vermont Railway, Inc.
J. R. Pennington, Pres.
267 Battery St.
Burlington, VT 05401
802/658-2550

Ports

NEW ENGLAND

CONNECTICUT

Connecticut Dept. of Transportation
J. William Burns, Cmsr.
24 Wolcott Hill Rd.
Wethersfield, CT 06109
203/566-3477

Connecticut Dept. of Transportation
Joseph P. Trantino, Dpty. Trans. Cmsr.
Bureau of Waterways
State Pier
New London, CT 06320
203/443-3856 or 203/566-7635

MAINE

Maine Dept. of Transportation
George Campbell, Cmsr.
State Office Bldg.
Augusta, ME 04330
207/289-2551

Div. of Ports & Marine Transportation
Robert D. Elder, Div. Dir.
Transportation Bldg.
State House Station 16
Augusta, ME 04330
207/289-2841

MASSACHUSETTS

Massachusetts Port Authority
David W. Davis, Exec. Dir.
99 High St.
Boston, MA 02110
617/482-2930

Fall River Port Authority
William J. Torpey, Gen. Mgr.
State Pier, Water St.
Fall River, MA 02721
617/674-5707

NEW HAMPSHIRE

New Hampshire State Port Authority
George E. Smith, Jr., Dir.
P.O. Box 506, 555 Market St.
Portsmouth, NH 03801
603/436-8500

RHODE ISLAND

Port of Providence
Matthew J. Santos, Dpty. Port Dir.
Marine Terminal Bldg.
Municipal Wharf
Providence, RI 02905
401/781-4717

Rhode Island Port Authority & Econ. Dev. Corp.
Norton L. Berman, Exec. Dir.
7 Jackson Walkway
Providence, RI 02903
401/277-2601

MID-ATLANTIC

NEW JERSEY

Delaware River Port Authority
James R. Kelly, Pres.
Bridge Plaza
Camden, NJ 08101
609/963-6420 or 215/925-8780

South Jersey Port Corp.
Robert L. Pettegrew, Exec. Dir.
2500 Broadway, P.O. Box 129
Camden, NJ 08104
609/541-8500 or 215/923-6294

NEW YORK

Albany Port District Commission
Frank W. Dunham, Jr., Gen. Mgr.
Administration Bldg.
Port of Albany
Albany, NY 12202
518/445-2595

Niagara Frontier Transportation Authority
Joseph D. Latona, Exec. Dir.
181 Ellicott St.
Buffalo, NY 14205
716/855-7230

The Port Authority of New York & New Jersey
Robert F. Bennett, Asst. Exec. Dir.
Walter J. Cogan, Gen. Mgr.,
Properties Div.
One World Trade Center
New York, NY 10048
212/466-7000

New York City Dept. of Ports & Terminals
Susan Frank, Cmsr.
Battery Maritime Building
Foot of Whitehall St.
New York, NY 10004
212/806-6701

Port of Oswego Authority
Sherwood L. Hamilton, Exec. Dir.
P.O. Box 387
Foot of East First St.
Oswego, NY 13126
315/343-4503

Ogdensburg Bridge & Port Authority
Danny L. Duprey, Exec. Dir.
Bridge Plaza
Ogdensburg, NY 13669
315/393-4080

PENNSYLVANIA

Erie-Western Pennsylvania Port Authority
Joseph G. Rosenthal
Port Gen. Mgr.
Room 507, Municipal Bldg.
Erie, PA 16501
814/456-8561-Sta. 264

Philadelphia Port Corp.
John J. Malone, Pres.
1020 Public Ledger Bldg.
Philadelphia, PA 19106
215/928-9100

SOUTH-ATLANTIC

DELAWARE

Port of Wilmington
Phillip Chaples, Port Dir.
P.O. Box 1191
Foot of Christina Ave.
Wilmington, DE 19899
302/571-4600

FLORIDA

Canaveral Port Authority
Charles M. Rowland, Port Dir.
P.O. Box 267
Cape Canaveral, FL 32920
305/783-7831

Fort Pierce Port Authority
Weldon B. Lewis, Admin.
2300 Virginia Ave.
Fort Pierce, FL 33450
305/466-1100

Jacksonville Port Authority
John R. Mackroth, Man. Dir.
P.O. Box 3005
2831 Talleyrand Ave.
Jacksonville, FL 32206
904/633-5190

Dade County Seaport Dept.
Carmen J. Lunetta, Port Dir.
1015 North America Way
Miami, FL 33132
305/579-5252

Port Everglades Authority
James J. Connolly, Port Dir.
P.O. Box 13136
Port Everglades, FL 33316
305/523-3404

Port of Palm Beach District
Franklyn W. Donahue, Exec. Dir.
P.O. Box 9935
Riviera Beach, FL 33404
305/842-4201

Manatee County Port Authority
Claude E. McGavic, Port Dir.
Rt. No. 1
Palmetto, FL 33561
813/722-6621

Panama City Port Authority
H. R. Etheredge, Port Dir.
P.O. Box 15095
5321 W. Highway 98
Panama City, FL 32406
904/763-8471

Port of Pensacola
David A. Schaller, Port Dir.
412 S. Palafox St.
P.O. Box 889
Pensacola, FL 32594
904/436-4270

Tampa Port Authority
Emmett C. Lee, Port Dir.
811 Wynkoop Rd.
P.O. Box 2192
Tampa, FL 33601
813/248-1924

GEORGIA

Brunswick Port Authority
Robert W. Turner, Gen. Mgr.
P.O. Box 1039
Brunswick, GA 31521
912/265-3700

Georgia Ports Authority
George J. Nichols, Exec. Dir.
P.O. Box 2406
Savannah, GA 31402
912/964-3811

Savannah Port Authority
B. Sanford Ulmer, Exec. Dir.
P.O. Box 128
Savannah, GA 31402
912/233-9604

MARYLAND

Maryland Port Administration
W. Gregory Halpin, Port Admin.
World Trade Center
Baltimore, MD 21202
301/659-4500

NORTH CAROLINA

North Carolina State Ports Authority
William M. A. Greene, Exec. Dir.
P.O. Box 9002
Wilmington, NC 28402
919/763-1621

SOUTH CAROLINA

South Carolina State Ports Authority
W. Don Welch, Exec. Dir.
P.O. Box 817
176 Concord St.
Charleston, SC 29402
803/577-8600

VIRGINIA

Virginia Port Authority
J. Robert Bray, Exec. Dir.
600 World Trade Center
Norfolk, VA 23510
804/623-8000

Norfolk Port & Industrial Authority
Kenneth R. Scott, Exec. Dir.
Norfolk Int'l Airport
Norfolk, VA 23518
804/857-3351

EAST NORTH CENTRAL

ILLINOIS

Chicago Regional Port District
Gilbert J. Cataldo, Gen. Mgr.
Butler Dr.-Lake Calumet
Chicago, IL 60633
312/646-4400

Dept. of Commerce & Community Affairs
Edward J. Forkel, Int'l Trans. Mgr.
310 South Michigan Ave., Suite 1000
Chicago, IL 60604
312/793-2099

Waukegan Port District
Donald B. Freeborn, Exec. Dir.
3500 N. McAree
Waukegan, IL 60087
312/244-0055 or 312/623-6520

INDIANA

Port of Indiana
James D. Pugh, Exec. Dir.
Burns Waterway Harbor
6600 U.S. Hwy. 12
Portage, IN 46368
219/787-8636

MICHIGAN

Detroit-Wayne County Port Authority
Director
100 Renaissance Center, Suite 1370
Detroit, MI 48243
313/259-8077

Michigan Dept. of Transportation
Sam F. Cryderman, Dpty. Dir.
Bureau of Transportation Planning
Box 30050
425 W. Ottawa
Lansing, MI 48909
517/373-6393 or 517/373-9058

Monroe Port Commission
John J. Emig, Port Engr.
P.O. Box 585
2929 E. Front St.
Monroe, MI 48161
313/241-6480

OHIO

Cleveland-Cuyahoga County Port Authority
C. Thomas Burke, Exec. Dir.
101 Erieside Ave.
Cleveland, OH 44114
216/241-8004

Lorain Port Authority
John G. Sulpizio, Exec. Dir.
Room 511, City Hall
Lorain, OH 44052
216/244-2269

Toledo-Lucas County Port Authority
John A. McWilliam, Pres. & CEO
241 Superior St.
Toledo, OH 43604-1298
419/243-8251

WISCONSIN

Brown County Board of Harbor Commissioners
John A. Seefeldt, Port Dir.
N. Bldg., 305 E. Walnut St.
P.O. Box 1600
Green Bay, WI 54305
414/497-3265

Port of Milwaukee
RADM Roy F. Hoffmann, Mun. Port Dir.
500 N. Harbor Dr.
Milwaukee, WI 53202
414/278-3511

Superior Board of Harbor Commissioners
James R. McCarville, Port Dir.
1409 Hammond Ave.
Superior, WI 54880
715/394-0210

EAST SOUTH CENTRAL

ALABAMA

Alabama State Docks Dept.
Robert M. Hope, Dir.
P.O. Box 1588
Mobile, AL 36633
205/690-6113

KENTUCKY

Louisville & Jefferson County Riverport Authority
James H. Kellow, Pres.
6310 Cane Run Rd.
P.O. Box 58010
Louisville, KY 40258
502/935-6024

MISSISSIPPI

Mississippi State Port Authority at Gulfport
John W. Clark, Exec. Dir.
P.O. Box 40
Hwy. 90 & 30th Ave.
Gulfport, MS 39501
601/863-3851

Natchez-Adams County Port Commission
Seth H. Smith, Port Dir.
P.O. Box 1182
River Terminal Rd.
Natchez, MS 39120
601/442-2561

Jackson County Port Authority
Paul D. Pella, Dir.
P.O. Box 70
3033 Pascagoula St.
Pascagoula, MS 39567
601/762-4041

Warren County Port Commission
James B. Heidel, Port Dir.
P.O. Box 1074
Hwy. 61 North
Vicksburg, MS 39180
601/636-4422

TENNESSEE

Memphis & Shelby County Port Commission
Donald C. McCrory, Port Dir.
P.O. Box 13142
Memphis, TN 38113
901/948-4422

WEST NORTH CENTRAL

MINNESOTA

Seaway Port Authority of Duluth
Davis Helberg, Exec. Dir.
P.O. Box 6877
Duluth, MN 55806
218/727-8525

St. Paul Port Authority
Robert F. Sprafka, Exec. V.P.
Donald G. Dunshee, Dir. I.D.
25 West 4th St., Suite 1305
St. Paul, MN 55102
612/224-5686

MISSOURI

City of St. Louis Port Authority Commission
Kenneth A. Anderson, Dir.
317 N. 11th St., #410
St. Louis, MO 63101
314/622-4711

WEST SOUTH CENTRAL

LOUISIANA

Greater Baton Rouge Port Commission
John B. Dutton, Exec. Dir.
P.O. Box 380
Port Allen, LA 70767
504/387-4207

Lake Charles Harbor & Terminal District
James E. Sudduth, Port Dir.
P.O. Box AAA
150 Marine St.
Lake Charles, LA 70602
318/439-3661

Port of New Orleans
Edward S. Reed, Exec. Port Dir. & Gen. Mgr.
P.O. Box 60046
2 Canal St.
New Orleans, LA 70160
504/522-2551

St. Bernard Port, Harbor, & Terminal District
August A. "Duke" Robin, Pres.
P.O. Box 1331
Chalmette, LA 70044-1331
504/277-8418

South Louisiana Port Commission
Dr. Ray J. Matherne, Port Dir.
P.O. Drawer K
152 Belle Terre Blvd., Suite 100
La Place, LA 70068
504/652-9278 or 504/568-6269

West St. Mary Parish Port, Harbor, & Terminal District
Gary P. LaGrange, Exec. Dir.

Tulsa Port of Catoosa
Jacques Cunningham, Port Dir.
5350 Cimarron Rd.
Catoosa, OK 74015
918/266-2291

TEXAS

Port of Beaumont
James W. Martin, Port Dir.
P.O. Drawer 2297
1255 Main St.
Beaumont, TX 77704
409/835-5367

Brazos River Harbor Navigation District (Port of Freeport)
Peter R. Schaff, Gen. Mgr.
P.O. Box 615, 1001 Pine St.
Freeport, TX 77451
409/233-2667

Brownsville Navigation District
Al Cisneros, Gen. Mgr. & Port Dir.
P.O. Box 3070
Brownsville, TX 78520-3070
512/831-4592

Port of Corpus Christi Authority
Harry G. Plomarity, Port Dir.
P.O. Box 1541
222 Power St.
Corpus Christi, TX 78403
512/882-5633

Port of Galveston
C. S. Devoy
Exec. Dir. & Gen. Mgr.
P.O. Box 328
123 Rosenberg
Galveston, TX 77550
409/766-6105

Port of Houston Authority
Richard P. Leach, Exec. Dir.
P.O. Box 2562
1519 Capitol Ave.
Houston, TX 77001
713/226-2100

Orange County Navigation Port District & Ind. Dev. Corp.
Stephen E. Pomeroy, CEO
P.O. Box 516
Orange, TX 77630
409/883-4363

Port of Port Arthur Navigation District of Jefferson County
Dow Wynn, Port Dir.
P.O. Box 1428
Port Arthur, TX 77640
713/983-2011

Port Isabel-San Benito Navigation District
Robert C. Cornelison, Port Dir. & Gen. Mgr.
P.O. Box 218, Port Rd.
Port Isabel, TX 78578-0218
512/943-7826

Calhoun County Navigation District
Lawrence L. Froelich, Port Dir.
P.O. Box 397
Port Lavaca, TX 77978
512/987-2813

Texas City Terminal Railway Co.
J. B. Wimberly, Pres., Treas. & Gen. Mgr.
P.O. Box 591
Texas City, TX 77590
713/945-4461

PACIFIC STATES

ALASKA

Port of Anchorage
W. D. McKinney, Jr., Port Dir.
2000 Anchorage Port Rd.
Anchorage, AK 99501
907/272-1531

Port of Valdez
G. A. Zoet, Port Dir.
P.O. Box 307
Valdez, AK 99686
907/835-4313

CALIFORNIA

Port of Long Beach
James H. McJunkin, Exec. Dir.
P.O. Box 570
925 Harbor Plaza
Long Beach, CA 90801
213/437-0041

Port of Los Angeles
Dr. Ernest L. Perry, Exec. Dir.
P.O. Box 151
425 S. Palos Verdes St.
San Pedro, CA 90733-0151
213/519-3400

Port of Oakland
Walter A. Abernathy, Exec. Dir.
P.O. Box 2064
66 Jack London Sq.
Oakland, CA 94604
415/444-3188

Port of Hueneme
Edward J. Millan, Gen. Mgr.
P.O. Box 608
105 Port Hueneme Rd.
Port Hueneme, CA 93041
805/488-3677

Humboldt Bay Harbor District
Jack B. Alderson, CEO
P.O. Box 1030
Eureka, CA 95502-1030
707/443-0801

Port of Redwood City
Fred J. Di Pietro, Port Mgr.
475 Seaport Blvd.
Redwood City, CA 94063-2794
415/365-1613

City of Richmond Port Commission
Sal N. Bose, Port Dir.
City Hall
Richmond, CA 94804
415/231-2110

Port of Sacramento
Melvin Shore, Port Dir.
P.O. Box 815, World Trade Center
West Sacramento, CA 95691
916/371-8000

San Diego Unified Port District
Don L. Nay, Port Dir.
3165 Pacific Hwy., P.O. Box 488
San Diego, CA 92112
619/291-3900

Port of San Francisco
Eugene L. Gartland
Ferry Building
San Francisco, CA 94111-4263
415/391-8000

Port of Stockton
Alexander Krygsman, Port Dir.
2201 W. Washington
Box 2089
Stockton, CA 95201
209/946-0246

HAWAII

Hawaii Dept. of Transportation
R. Higashionna, Dir. of Trans.
869 Punchbowl St.
Honolulu, HI 96813
808/548-3205

Harbors Division
David K. Higa, Chief
79 S. Nimitz Hwy.
Honolulu, HI 96813
808/548-2570

OREGON

Port of Astoria
Steve Felkins, Dir.
1 Portway
Astoria, OR 97103
503/325-4521

Port of Coos Bay
Frank G. Martin, Jr., Gen. Mgr.
Port Bldg., Front & Market Sts.
Coos Bay, OR 97420
503/267-PORT

Port of Portland
Lloyd Anderson, Exec. Dir.
P.O. Box 3529
700 N.E. Multnomah St.
Portland, OR 97208
503/231-5000

WASHINGTON

Port of Anacortes
Joseph Baier, Mgr.
1st & Commercial Ave.
P.O. Box 297
Anacortes, WA 98221
206/293-3134

Port of Bellingham
Donald C. Fleming, Gen. Mgr.
625 Cornwall Ave.
P.O. Box 1737
Bellingham, WA 98227
206/676-2500

Port of Everett
John G. Belford, Exec. Dir.
Pier One, P.O. Box 538
Everett, WA 98206
206/259-3164

Port of Grays Harbor
H. E. Soike, Gen. Mgr.
111 South Wooding St.
P.O. Box 660
Aberdeen, WA 98520
206/533-9528

Port of Kalama
John W. Fratt, Mgr.
P.O. Box 7
Kalama, WA 98625
206/673-2325

Port of Olympia
Douglas P. Edison, Exec. Dir.
P.O. Box 827
915 N. Washington St.
Olympia, WA 98507
206/754-1650

Port of Port Angeles
D. G. Hendricks, Exec. Dir.
P.O. Box 1350, 338 W. 1st
Port Angeles, WA 98362
206/457-8527

Port of Seattle
Richard D. Ford, Exec. Dir.
P.O. Box 1209
Seattle, WA 98111
206/382-3000

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One Sitcum Plaza
Tacoma, WA 98401
206/383-5841

Port of Vancouver
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P.O. Box 1180-98666
3103 Lower River Rd.
Vancouver, WA 98660
206/693-3611

CANADA

BRITISH COLUMBIA

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Rick C. Pearce, Port Mgr.
Ste. 505-713, Columbia St.
New Westminster, BC V3M 1B2
604/524-6655

Nanaimo Harbour Commission
Lloyd L. Bingham, Port Mgr.
P.O. Box 131
Nanaimo, BC V9R 5K4
604/753-4146

North Fraser Harbour Commission
George W. Colquhoun, Port Mgr.
2020 Airport Rd.
Richmond, BC V7B 1C6
604/273-1866

Port Alberni Harbour Commission
Capt. Donald E. Brooks, Port Mgr.
2750 Harbour Rd.
P.O. Box 99
Port Alberni, BC V9Y 7M6
604/723-5312

Ports Canada
K.R. Krauter, Gen. Mgr.
110 W. 3rd Ave.
Prince Rupert, BC V8J 1K8
604/627-7545

Ports Canada
Erik W. Tofsrud, Gen. Mgr.
1900-200 Granville St.
Vancouver, BC V6C 2P9
604/666-3226

MANITOBA

Ports Canada
D. Figurski, Gen. Mgr.
P.O. Box 217
Churchill, MB R0B 0E0
204/675-8823

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National Harbours Board
G. C. Mouland, Gen. Mgr. & CEO
P.O. Box 6429, Station A
133 Prince William St.
Saint John, NB E2L 4R8
506/648-4869

NEWFOUNDLAND

Ports Canada
D. J. Fox, P. Eng., Gen. Mgr.
3 Water St.
P.O. Box 6178
St. John's, NF A1C 5X8
709/772-4664

NOVA SCOTIA

Ports Canada-Port of Halifax
R. V. Beck, Gen. Mgr.
P.O. Box 336, Ocean Terminals
Halifax, NS B3J 2P6
902/426-3643

ONTARIO

Lakehead Harbour Commission
P. R. "Jerry" Cook, Port Mgr.
P.O. Box 2266
Thunder Bay, ON P7B 5E8
807/344-3594

Canada Ports Corp.
Jacques Auger, Pres. & CEO
Tower "A", Place de Ville
320 Queen St.
Ottawa, ON K1A 0N6
613/995-0019

Oshawa Harbour Commission
Donna Taylor, Fin. & Admin. Mgr.
1050 Farewell Ave.
Oshawa, ON L1H 6N6
416/576-0400

Ports Canada
R. R. Fisher, Super.
P.O. Box 129
Port Colborne, ON L3K 5V8
416/834-3644

Canada Ports Corp.
R. E. Bailey, Operations Mgr.
P.O. Box 520
Prescott, ON K0E 1T0
613/925-4228

Toronto Harbour Commission
Ian C. R. Brown, Gen. Mgr.
60 Harbour St.
Toronto, ON M5J 1B7
416/863-2000

Windsor Harbour Commission
C. Gress, Gen. Mgr. & Secy.
500 Riverside Dr. West
Windsor, ON N9A 5K6
519/258-5741

Hamilton Harbour Commission
E. M. Perkins, Port Dir.
605 James St. North
Hamilton, ON L8L 1K1
416/525-4330

Canadian Marine Trans. Admin.
Alastair W. Allan, Admin.
Tower "A", Place de Ville
19th Floor
Ottawa, ON K1A ON7
613/995-3277

Ministry of Transport
Jean-Luc Pepin, Mnstr.
Tower "C", Place de Ville
25th Floor
Ottawa, ON K1A ON5
613/996-7501

QUEBEC

Central Quebec Ind. Park Corp.
Roland Leclerc, Gen. Mgr.
1000, 7eme Rue
Parc Industriel Portuaire
Becancour, QB G0X 1B0
819/294-6656

Ports Canada
Guy Desgagnés, Gen. Mgr.
P.O. Box 760
Chicoutimi, QB G7H 5E1
418/543-0263

Ports Canada
D.J. Taddeo, Dpty. Gen Mgr.
Port of Montreal Bldg.
Cite du Havre
Montreal, QB H3C 3R5
514/283-7042

Ports Canada
Henri Allard, Gen. Mgr.
10 de Quercy St.
P.O. Box 2268
Quebec, QB G1K 7P7
418/694-3558

Ports Canada
Serge Tremblay, Gen. Mgr.
421 Arnaud St.
P.O. Box 280
Sept-Iles, QB G4R 4K5
418/968-1231

Ports Canada
P. Alain, Eng., Port Mgr.
1545 Du Fleuve

P.O. Box 999
Trois-Rivieres, QB G9A 5K2
819/378-2887

U.S. TERRITORIES

Port Authority of Guam
Ray P. Duenas
P.O. Box 1445
Agana, Guam 96910
Tel: 477-9931-4
Telex: 7216157

Puerto Rico Ports Authority
Carlos Soler-Aquino, Esq., Exec. Dir.
G.P.O. Box 2829
San Juan, PR 00936
809/723-2260
Telex: 3464 AUTO DPR

Commonwealth Ports Authority-Saipan
Carlos A. Shoda, Exec. Dir.
P.O. Box 1055
Saipan, Marianas 96950
Tel: 67315/67316/67317

Virgin Islands Port Authority
John E. Harding, Exec. Dir.
P.O. Box 597
Harry S. Truman Airport
St. Thomas, VI 00801
809/774-1629

Directory of U.S. Foreign-Trade Zones

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Washington, D.C. 20230
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Brooklyn Navy Yard
Brooklyn, NY 11205
212/834-1300

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Robert Dee
Board of Commissioners of the Port of N. Orleans
P.O. Box 60046
New Orleans, LA 70160
504/897-0189

Zone No. 3, San Francisco
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Foreign Trade Services, Inc.
Pier 23
San Francisco, CA 94111
415/391-0176

Zone No. 5, Seattle
Michael Sweany
Port of Seattle Commission
P.O. Box 1209
Seattle, WA 98111
206/382-3275

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Puerto Rico Industrial Dev. Co.
G.P.O. 2350
San Juan, PR 00936
809/765-2784

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Toledo World Industry
3332 St. Lawrence Dr.
Toledo, OH 43605
419/698-8026

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Homer Maxey
State of Hawaii
Pier 2
Honolulu, HI 96813
808/548-5435

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Frank Birkhead
McAllen Trade Zone, Inc.
6401 S. 33rd St.
McAllen, TX 78501
512/682-4306

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Robert Brave
Little Rock Port Authority
7500 Lindsey Rd.
Little Rock, AR 72206
501/490-1468

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R. Chris Wyatt
Greater Kansas City Foreign-Trade Zone, Inc.
920 Main St.
600 CharterBank Center
Kansas City, MO 64105
816/421-7666

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James F. Hendricks
Econ. Dev. Corp. of Sault Ste. Marie
1301 W. Easterday
Sault Ste. Marie, MI 49783
906/635-9131

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600 CharterBank Center
Kansas City, MO 64105
816/421-7666

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Ted Daigle
City of San Jose
801 N. First St.
Rm. 408, City Hall
San Jose, CA 95110
408/277-4744

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Irvin H. Smith
Dock Board of the City of Omaha
Omaha-Douglas Civic Center, Rm. 701
1819 Farnam St.
Omaha, NE 68183
402/444-5921

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John Hunter
Virginia Port Authority
600 World Trade Center
Norfolk, VA 23510
804/623-8080

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A. M. Quattlebaum
Carolina Trade Zone
2725 W. 5th North St.
Summerville, SC 29483
803/871-4870

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Industrial America Corp.
4343 W. Ohio St.
Chicago, IL 60624
312/722-6600

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Buffalo, NY 14203
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Eastern Distribution Center, Inc.
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Avoca, PA 18641
717/655-5581

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Thomas E. Ezzo
Port Everglades Port Authority
P.O. Box 13136
Port Everglades, FL 33316
305/523-3404

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Atlanta Foreign-Trade Zone
50 Amlajack Blvd.
Shenandoah, GA 30265
404/581-0790

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Elliot K. Friedman
Massachusetts Port Authority
99 High St.
Boston, MA 02110
617/482-2930, ext. 222

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Norman A. Bergeron
City of N. Bedford Ind. Dev. Cmsn.
1213 Purchase St.
New Bedford, MA 02740
617/997-6501

Zone No. 29, Louisville
James Kellow
Louisville & Jefferson County
Riverport Authority
6310 Cane Run Rd.
Louisville, KY 40258
502/935-6024

Zone No. 30, Salt Lake City
Shizuko K. Zupon
Salt Lake City Corp.
Room 314, City & County Bldg.
Salt Lake City, UT 84111
801/535-7902

Zone No. 31, Granite City, IL
Robert Wydra
Tri-City Regional Port District
2801 Rock Rd.
Granite City, IL 62040
618/877-8444

Zone No. 32, Miami
Sandra Gonzalez
Gtr. Miami Foreign-Trade Zone, Inc.
1601 Biscayne Blvd.
Miami, FL 33132
305/350-7700

Zone No. 33, Pittsburgh
Frank Brooks Robinson
Regional Industrial Dev. Corp. of
Southwestern Pennsylvania
534 Union Trust Bldg.
Pittsburgh, PA 15219
412/471-3939

Zone No. 34, Niagara County
Theodore J. Belling
County of Niagara
County Office Bldg.
59 Park Ave.
Lockport, NY 14094
716/439-6033

Zone No. 35, Philadelphia
Harold E. Cash
Del. Valley Foreign Trade Zone, Inc.
3440 Bartram Ave.
Philadelphia, PA 19153
215/365-5010

Zone No. 36, Galveston
John Massey, Jr.
Port of Galveston
Galveston Wharves
P.O. Box 328
Galveston, TX 77550
409/766-6112

Zone No. 37, Orange County, NY
Albert Randall
Foreign Trade Dev. Co. of Orange
County, Inc.
P.O. Box 6147, Stewart Airport
Newburgh, NY 12550
914/564-7700

Zone No. 38, Spartanburg Cty., SC
A. M. Quattlebaum
Carolina Trade Zone
2725 W. 5th North St.
Summerville, SC 29483
803/871-4870

Zone No. 39, Dallas/Fort Worth
James Alderson
Dallas/Ft. Worth Reg. Airport Board
P.O. Drawer DFW
Dallas/Fort Worth Airport, TX 75261
214/574-6720

Zone No. 40, Cleveland
John Desmond
Cleveland Port Authority
101 Erieside Ave.
Cleveland, OH 44114
216/241-8004

Zone No. 41, Milwaukee
Vincent J. Boever
Foreign-Trade Zone of Wisconsin, Ltd.
8512 W. Bradley Rd.
Milwaukee, WI 53224
414/354-4404

Zone No. 42, Orlando
William Blood
Greater Orlando Aviation Authority
4101 East 9th St.
Orlando, FL 32812
305/859-9485

Zone No. 43, Battle Creek, MI
Marilyn E. Parks
BC/CAL/KAL Inland Port Authority
of S. Central Michigan Dev. Corp.
P.O. Box 1438
Battle Creek, MI 49016
616/968-8197

Zone No. 44, Morris County, NJ
Joseph Brady
NJ Dept. of Commerce & Econ. Dev.
Office of Int'l Trade
744 Broad St.
Newark, NJ 07102
201/648-3518

Zone No. 45, Portland, OR
Elaine Lycan
Port of Portland
P.O. Box 3529
Portland, OR 97208
503/231-5000

Zone No. 46, Cincinnati
Joe Kramer
Greater Cincinnati Foreign-Trade
Zone, Inc.
120 W. Fifth St.
Cincinnati, OH 45203
513/579-3143

Zone No. 47, Campbell County, KY
Robert Vogt
N. Kentucky Port Authority
400 Licking Pike
Wilder, KY 41071
606/581-1444

Zone No. 48, Tucson
William Tatom
San Xavier Dev. Authority
P.O. Box 11246
Mission Station, AZ 85734
602/792-6862

Zone No. 49, Newark/Elizabeth
Catherine Durda
Port Authority of NY & NJ
Rm. 64 W., One World Trade Center
New York, NY 10048
212/466-7985

Zone No. 50, Long Beach, CA
Michael R. Powers
Board of Harbor Commissioners of the
Port of Long Beach
P.O. Box 570
Long Beach, CA 90801
213/437-0041

Zone No. 51, Duluth
Jerome Marks
Seaway Port Authority of Duluth
1200 Port Terminal Dr.
P.O. Box 6877
Duluth, MN 55808
218/727-8525

Zone No. 52, Suffolk County, NY
Joseph C. Giacalone
Suffolk County Dept. of Econ. Dev.
4175 Veterans Memorial Hwy.
Ronkonkoma, NY 11779
516/588-1000

Zone No. 53, Rogers County, OK
Robert W. Portiss
City of Tulsa/Rogers Cty. Port
Authority
Tulsa Port of Catoosa
5350 Cimarron Rd.
Catoosa, OK 74105
918/266-2291

Zone No. 54, Clinton County, NY
Francis A. Lapham
Clinton County Area Dev. Corp.
P.O. Box 19
Plattsburgh, NY 12901
518/561-8800

Zone No. 55, Burlington, VT
C. Harry Behney
Greater Burlington Industrial Corp.
P.O. Box 786
Burlington, VT 05402
802/862-5726

Zone No. 56, Oakland, CA
Dayton Ballenger
Oakland Int'l Trade Center, Inc.
633 Hagenburger Rd.
Oakland, CA 94607
415/639-7405

Zone No. 57, Mecklenberg Cty., NC
Richard Primm

Piedmont Distribution Center
P.O. Box 7123
Charlotte, NC 28217
704/588-3277

Zone No. 58, Bangor
Edward McKeon
City of Bangor Econ. Dept.
City Hall
Bangor, ME 04401
207/947-0341

Zone No. 59, Lincoln
Duane Vicary
Lincoln Chamber of Commerce
1221 N. St., Suite 606
Lincoln, NE 68508
402/476-7511

Zone No. 60, Nogales, AZ
Herman Rivas
Rivas Realty
3450 Tucson-Nogales Hwy.
Nogales, AZ 85621
602/287-3411

Zone No. 61, San Juan, PR
Miguel Sigueroa
Puerto Rico Commercial Dev. Co.
Commonwealth of PR
G.P.O. Box 4943
San Juan, PR 00936
809/721-1273

Zone No. 62, Brownsville, TX
Al Cisneros
Brownsville Navigation District
Port of Brownsville
P.O. Box 3070
Brownsville, TX 78520
512/831-4592

Zone No. 63, Prince George's County, MD
Peter B. Crouch
International Commerce Mgt., Inc.
12301 Old Columbia Pike
Silver Spring, MD 20904
301/622-9000

Zone No. 64, Jacksonville, FL
M. Fred Whelan
Jacksonville Port Authority
P.O. Box 3005
2701 Talleyrand Ave.
Jacksonville, FL 32206
904/633-5250

Zone No. 65, Panama City, FL
Tommy L. Berry
Panama City Port Authority
P.O. Box 15095
Panama City, FL 32406
904/763-8471

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Raleigh, NC 27611
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El Paso Int'l Airport
El Paso, TX 79925
915/772-4271

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Gtr. Detroit Foreign-Trade Zone, Inc.
100 Renaissance Center, Suite 1370
Detroit, MI 48243
313/259-8077

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Richard Blackburn
Industrial Dev. Commission of Windsor Locks
Town Office Bldg., Church St.
Windsor Locks, CT 06096
203/623-3458

Zone No. 72, Indianapolis
Daniel C. Orcutt
Indianapolis Airport Authority
Indianapolis Int'l Airport
2500 South High School Rd.
Indianapolis, IN 46251
317/248-9594

Zone No. 73, Baltimore/Washington International Airport
T. James Truby
Maryland Dept. of Transportation
BWI Airport
P.O. Box 8766
BWI Airport, MD 21240
301/859-7060

Zone No. 74, Baltimore
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Baltimore Econ. Dev. Corp.
36 South Charles St.
Baltimore, MD 21201
301/837-9305

Zone No. 75, Phoenix
Edward R. Standage
City of Phoenix
Community & Econ. Dev. Admin.
920 E. Madison St., Suite D
Phoenix, AZ 85034
602/261-8707

Zone No. 76, Bridgeport, CT
Tom Corso
City of Bridgeport City Hall
45 Lyon Terrace
Bridgeport, CT 06604
203/576-7221

Zone No. 77, Memphis
Jimmie Covington
Memphis & Shelby County Office of Planning & Dev.
City Hall, 125 North Main St.
Memphis, TN 38103
901/528-3307

Zone No. 78, Nashville
Ed J. Johnson
Metropolitan Nashville/Davidson County Port Authority
601 Stahlman Bldg.
Nashville, TN 37201
615/259-6121

Zone No. 79, Tampa
Steve Michelini
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City Hall, 315 E. Kennedy Blvd.
Tampa, FL 33602
813/223-8381

Zone No. 80, San Antonio
Kenneth W. Daly
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P.O. Box 9066
San Antonio, TX 78285
512/299-8080

Zone No. 81, Portsmouth, NH
George Smith
New Hampshire State Port Authority
555 Market St., Box 506
Portsmouth, NH 03801
603/436-8500

Zone No. 82, Mobile
Dan Dupont
Mobile Airport Authority
Brookley Complex, Bldg. 11
Mobile, AL 36615
205/438-7334

Zone No. 83, Huntsville, AL
J.E. Mitchell, Jr.
Huntsville-Madison County Airport Authority
P.O. Box 6006
Huntsville, AL 35806
205/772-9395

Zone No. 84, Harris County, TX
Richard P. Leach
Port of Houston Authority
P.O. Box 2562
Houston, TX 77001
713/226-2100

Zone No. 85, Everett, WA
Wright H. Arnold
Econ. Dev. Council of Puget Sound
1900 Seattle Tower
1218 Third Ave.
Seattle, WA 98101
206/622-2868

Zone No. 86, Tacoma, WA
Wright H. Arnold
Econ. Dev. Council of Puget Sound
1900 Seattle Tower
1218 Third Ave.
Seattle, WA 98101
206/622-2868

SOURCES

LISTING OF PLANT LOCATION INFORMATION CATEGORIES WITH SOURCE MATERIAL

STATE INFORMATION & ENVIRONMENTAL CONTROLS:

Information supplied by state and provincial departments of economic/industrial development.

POPULATION:

Cities over 25,000/Standard Metropolitan Statistical Areas (SMSAs): Census figures for U.S. are from *1980 Census of Populations, Final Reports,* Number of Inhabitants PC (1)A Series C3.223/5:970/1A through 58A (Bureau of the Census, U.S. Dept. of Commerce). Canadian census figures are from *1981 Census of Canada,* Catalogue 92-754 (Statistics Canada, Ottawa K1A 0T6). Estimates for 1984 are from *Sales & Marketing Management Survey of Buying Power,* July 1984 (copyright 1984, further reproduction prohibited).

Explanatory note: Standard Metropolitan Statistical Areas (SMSAs) are integrated economic and social units with a recognized large population nucleus (generally at least one city of 50,000 inhabitants or more) in which a large volume of daily travel and communication is carried on between the central city and outlying parts of the area. Each area consists of one or more whole counties, except in New England where the town rather than the county is the basic unit. For components of SMSAs and their respective populations, see ***1980 Census of Population, Number of Inhabitants, U.S. Summary, PC (1)-A1,*** *Bureau of the Census, U.S. Dept. of Commerce.*

INDUSTRIAL DEVELOPMENT COUNSELORS:

U.S.: *Plant Location* internal sources.
Canadian: Membership list of the Industrial Developers Assn. of Canada (350 Sparks St., Ste. 602, Ottawa, Ont. K1R 7S8).
Trucking: Membership list of the American Trucking Assn. (2200 Mill Rd., Alexandria, VA 22314).
Ports: Membership list of the Assn. of Port Authorities Inc. (1612 K St., N.W., Washington, DC 20006).
FTZs: Roster of the U.S. Foreign Trade Zone Board (U.S. Dept. of Commerce Bldg., Washington, DC 20230).

LABOR:

Employment, Hours, & Earnings/Unemployment: Figures from *Employment & Earnings,* Nov. 1984, Vol 31, No. 11 (Bureau of Labor Statistics, U.S. Dept. of Labor, Washington, DC 20212).

Industrial Mix: Bureau of Labor Statistics (Government Accounting Office Bldg., 441 G Street, N.W., Washington, DC 20212).

SMSA Wage Survey: *Area Wage Survey Bulletins* (Bureau of Labor Statistics, U.S. Dept. of Labor, Washington, DC 20212).

TRANSPORTATION:

Railroads: *The Official Railway Guide North American Freight Service Edition,* Nov./Dec. 1984, No. 3; and *The Pocket List of Railroad Officials,* 4th Quarter 1983, Vol. 89, No. 4 (National Railway Publication Co., 424 W. 33rd St., New York, NY 10001).
Airlines: *North American Travel Planner & Hotel/Motel Guide,* Winter 1984, Vol. 26, No. 4 (Official Airline Guides, Inc. 2000 Clearwater Dr., Oak Brook, IL 60521).

UTILITIES:

Electrical: *Electrical World Directory of Electric Utilities,* 1984-85 Edition (McGraw Hill Book Co., 1221 Ave. of the Americas, New York, NY 10020).

Gas: *Brown's Directory of North American Gas Companies,* 1984 Edition (Harcourt Brace Jovanovich, 1 E. 1st St., Duluth, MN 55802).

RAW MATERIALS:

U.S.: Mineral Industry Surveys (U.S. Dept. of the Interior, Bureau of Mines, 2401 E. St., N.W., Washington, DC 20241).

Canada: *Canada's Mineral Production,* Catalogue No. 26-202 (Energy, Mines & Resources Canada, Ottawa K1A 0T6).

CLIMATE:

U.S.: *Climatography of the U.S., No. 81, Monthly Normals of Temperature, Precipitation, & Heating & Cooling Degree Days 1951-1980,* U.S. Dept. of Commerce, National Climatic Center.

Canada: Canada Year Book (Statistics Canada, Ottawa K1A 0T6).

Explanatory note: The degree-day unit used in the U.S. represents a difference of 1° between the mean temperature of a given day and a given standard temperature. In heating, the degree-day units for a given day are the number of degrees that the mean temperature for that day is below 65°F.

Publications of U.S. federal agencies and departments may be obtained from the department itself or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Canadian federal publications may be obtained from Statistics Canada, Ottawa, Ontario or from Information Canada, Publishing Division, Ottawa, Ontario K1A 0V6.

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Regional Review:

By Alan C. Kolz

New England is somewhat unique in the arrangement of its industrial development: It is regionalized within its region. While development is generally thought to be urban, suburban, or rural in geographics, in New England these subdivisions transcend state borders and form what can be referred to as industrial corridors. If you look at a map of the area, these corridors of development are clearly apparent.

The first unofficial corridor, along Interstate 91, is an area with abundant labor, financial resources, and opportunity. This region stretches from Connecticut north through Massachusetts and Vermont to the Canadian border. It includes the metro areas of New Haven and Hartford, Conn.; Springfield, Mass.; Brattleboro, White River Junction, St. Johnsbury, and northern Vermont; and the adjacent portion of western New Hampshire that includes Keene, Lebanon, and Hanover.

The next corridor can be defined as the Route 128 loop around the Boston area—from Gloucester in the north of Massachusetts to Braintree in the south. This area has long been referred to as the Silicon Valley of the East and has consequently expanded west in the past few years to include now about a quarter of Massachusetts—the area encircled by Interstate 495.

An offshoot of the Route 128 corridor in Massachusetts is Route 3, which heads north into New Hampshire through the cities of Nashua, Manchester, and Concord, and on up into Laconia and the Lakes region. This area, like the others,

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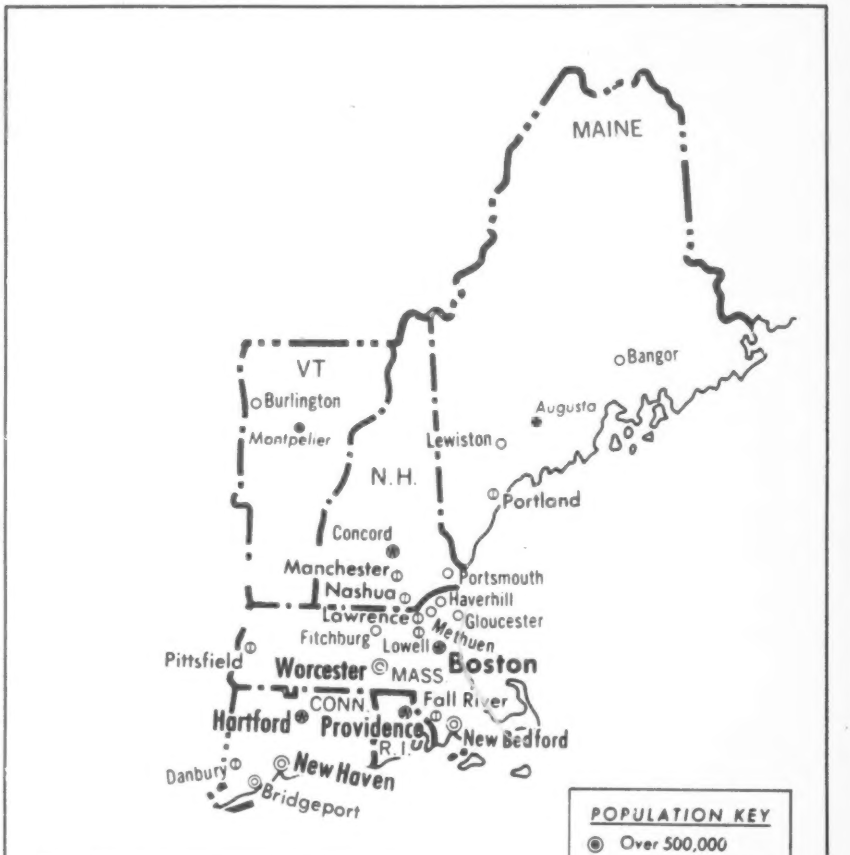
Mr. Kolz has been an industrial consultant for the past 11 years. He has extensive experience in site selection, facility planning, and plant relocation and is based in Manchester, N.H


MAINE
VT
N.H.
MASS.
CONN.
R.I.
Burlington
Montpelier
Bangor
Augusta
Lewiston
Portland
Concord
Manchester
Portsmouth
Nashua
Haverhill
Lawrence
Methuen
Gloucester
Fitchburg
Lowell
Pittsfield
Worcester
Boston
Fall River
Hartford
Providence
New Bedford
Danbury
New Haven
Bridgeport
POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capitol
Leominster
Danvers
Beverly
Peabody
Salem
Wakefield
Woburn
Saugus
Lynn
Lexington
Medford
Arlington
Malden
Revere
Belmont
Everett
Chelsea
Cambridge
Somerville
Marlboro
Waltham
Watertown
Newton
Brookline
Framingham
Wellesley
Natick
Needham
Quincy
Dedham
Milton
Braintree
Weymouth
Norwood
Randolph
Brockton
Northampton
Holyoke
Chicopee
Westfield
West Springfield
Springfield
Woonsocket
Enfield
Torrington
Manchester
West Hartford
East Hartford
New Britain
Wethersfield
Bristol
Newington
Attleboro
Taunton
Pawtucket
East Providence
Cranston
Warwick
Waterbury
Middletown
Meriden
Wallingford
Norwich
Newport
Hamden
New London
Shelton
Trumbull
Stratford
East Haven
West Haven
Milford
Miles

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continues to expand and grow mainly due to the excellent transportation opportunities across state lines made available by the interstate highway. This allows region-wide proximal contact for products and ideas.

While dividing the New England region into interstate segments shows the centers of development activity, a traditional breakdown of the region by state should be looked at as well to get a picture of how the states contribute to the development climate.

Connecticut. Connecticut reports the same successful level of activity as a year ago. Much of this continuing success has resulted in an increase in speculative and contractual building in the state, especially in the cities of Hartford, Stamford, New Haven, and Bridgeport. In fact, the market is absorbing office space constructed on speculation at a level heretofore unprecedented, according to Mark Feinberg, a spokesman at the Connecticut state office. Feinberg also reports that high technology (especially from out-of-state developers), research and development facilities, and a long-awaited resurgence in the machine-tool industry are the areas with the highest levels of activity.

Internationally, Connecticut's promotion emphasis continues to be on Europe, Japan, and South Korea. This emphasis is illustrated by the state's new office recently opened in Tokyo and by the expansion of its Frankfort office.

Maine. Maine identifies two objectives in its industrial endeavors: first, to assist in-state companies to grow and expand; and second, to attract out-of-state companies to the advantages of Maine's resources.

To accomplish these objectives, the state has embarked on an aggressive out-of-state visitation and promotion program, according to Steve Bolduc at the state office. This promotion program is specifically geared toward other New England states—statistics show that 75% of Maine's industrial influx is from southern New England and an additional 20% comes from New York and New Jersey. A result of the program to date has been a news information office opened in Boston to be close to the major regional media outlets.

The state continues to enjoy expansion in the food-processing, mechanical-machinery, electronics, and fabricated-metals industries, while its new plant activity is keeping pace with a year ago.

New Hampshire. The Granite State has been experiencing a bustling economy and a continuing high level of industrial interest, and Paul Guilderson of the State Office of Economic Development reports that the southern tier of New Hampshire continues to receive a large number of out-of-state inquiries.

Guilderson emphasizes the excellent development opportunities in four regions of the state—the Lakes Region (Laconia); the corridor bordering Vermont (Keene, Claremont, Lebanon, and Hanover); the North Country (Berlin and Colebrook); and the Eastern Seashore corridor (Dover, Rochester, and Portsmouth)—where high technology continues to be the industry base.

Economically, the state is doing very well: unemployment had dropped from 6.6% in Sept. 1983 to 4.5% in Sept. 1984—a rate that is among the lowest for that period in the country.

Rhode Island. Rhode Island's new governor, Edward D. DiPrete, is taking an active role in the industrial development of the state. According to Norman DeLuca of the governor's office, the administration's policy is to help existing small companies within the state while aggressively pursuing companies from outside its borders.

One of the governor's first accomplishments toward improving the business climate has been to decrease the state income tax by nearly 8%. Another accomplishment has been the opening of a Business Action Center. Plans are currently under way toward reforming the state's workers compensation laws to make Rhode Island more competitive with its neighbors as well.

Massachusetts. The state office in Massachusetts reports that the Route 128 perimeter continues to expand and that the industry base of the area is diversifying beyond electronics and now shows a significant concentration of distribution and transportation companies, according to spokesman William Sugre.

This new and expanding business has been a factor in bringing the unemployment rate down to 4.5%, on a par with Rhode Island. Both states are well below the national average of around 7.0%—a good indication of a healthy economy.

Vermont. Vermont is experiencing the same degree of success at its neighbors. Unemployment is down to 3.5% as of Sept. 1984. The state is actively pursuing new business from other states and Canada by offering direct loans to qualified clients at a rate of 4% and by offering other development incentives that include aid for job training, business consulting, and loan guarantees.

All in all, New England is continuing to prosper and grow. The states are being selective in their targets and project a vigorous pro-industry attitude. It's safe to say that this region, with its growing industrial base, excellent means of transportation, and low unemployment rates, will maintain a healthy economic climate for developers in the coming years.

HARTFORD
CONNECTICUT

STATE INFORMATION:

Financial assistance to industry:
- Development incentives (financial)
- Tax incentives
- Bonds & direct loans for buildings & construction
- Bonds & direct loans for machinery & equipment
- Bonds & direct loans for land
- Bonds & direct loans for pollution control & energy conservation
- Urban area development incentives
- Urban enterprise zone development incentives
- New product development financing
- Industrial mortgage indurance
- Assistance for job training
- Private & public financing programs

Tax rates:
- Corporate income tax 11.5%
- Personal property tax levied by local communities, assessment at 70% fair market value in all towns
- Manufacturers' inventories of finished goods, goods in process, & mercantile inventories exempt from local property tax
- Machinery & equipment used directly in manufacturing process exempt from sales tax
- Sales tax:
  - Retail sales 7½%
  - Business services 7½%
- Equipment & machinery tax .... same as property
- Gasoline tax .... $.15/gal.
- Gasohol tax .... $.14/gal.

Advanced education facilities:
- Four-year colleges & universities 24
- Two-year or junior colleges 34
- Vocational & business schools 93

Medical facilities:
- Hospitals 65
- Clinics 40

Labor analysis:
- High school graduates 47,000
- Total workers in unions 22.9%

Source: **Connecticut Department of Economic Development**

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
CONNECTICUT	3,107.6	3,133.1
Bridgeport	142.5	140.0
Bristol	57.4	58.5
Danbury	60.5	63.0
East Hartford	52.6	51.8
East Haven	25.0	NA
Enfield	42.7	42.2
Fairfield	54.8	54.9
Greenwich	59.6	59.6
Groton	41.1	41.5
Hamden	51.1	51.9
Hartford	136.4	132.5
Manchester	49.8	50.0
Meriden	57.1	58.2
Middletown	39.0	39.0
Milford	50.9	51.2
Naugatuck	26.5	NA
New Britain	73.8	72.3
New Haven	126.1	124.3
New London	28.8	28.9
Newington	28.8	NA
Norwalk	77.8	78.4
Norwich	38.1	38.3
Shelton	31.3	NA
Southington	36.9	NA
Stamford	102.5	101.8
Stratford	50.5	51.4
Torrington	31.0	NA
Trumbull	33.0	NA
Vernon	28.0	NA
Wallingford	37.3	NA
Waterbury	103.3	103.0
West Hartford	61.3	60.2
West Haven	53.2	53.7
Westport	25.3	NA
Wethersfield	26.0	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
*Bridgeport—Stamford—Norwalk—Danbury	867.5	811.4
*Hartford—New Britain—Middletown—Bristol	942.1	1,054.8
*New Haven—Waterbury—Meriden	702.9	765.7
New London—Norwich, CT/RI	248.6	244.3
Springfield, MA/CT	530.7	581.3

*SMSA renamed in federal government's latest revisions.

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bridgeport	30	74	5501	746
Hartford	25	73	6174	666
Middletown	27	73	5976	611
Norwalk	28	73	5847	598

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONNECTICUT	403.4	41.8	9.18
Bridgeport	59.2	41.0	9.71
Hartford	89.0	42.7	9.91
New Britian	24.1	43.7	9.75
New Haven—West Haven	39.5	41.4	9.08
Stamford	31.1	44.2	8.95
Waterbury	30.1	42.8*	10.72*

*August 1984 figures

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
CONNECTICUT	1,678.4	71.8	4.3
Bridgeport	194.9	9.7	5.0
Hartford	402.3	16.0	4.0
New Britain	71.9	3.5	4.9
New Haven — West Haven	214.7	9.3	4.3
Stamford	129.2	3.6	2.8
Waterbury	107.9	5.4	5.0

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Security Division, Labor Dept., 200 Folly Brook Blvd., Wethersfield, 06106, 203/566-5160

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Hartford 7/84
Office, professional & technical	
Clerks, payroll	6.80
Secretaries	8.59
Stenographers	NA
Switchbd opr-receptionists	6.34
Drafters V	12.35
Electronics technicians	11.01
Computer operators	8.71
Computer programmers (business)	11.78
Maintenance & powerplant (men)	
Carpenters	10.82
Electricians	12.06
Engineers, stat'y (mfg. & non-mfg.)	11.23
Machinists	10.88
Mechanics (machinery)	10.38
Tool & die makers	11.49
Custodial & material movement (men)	
Guards (men & women)	7.99
Janitors, porters & cleaners	*7.13
Laborers, mat'l hdlg	8.82
Shipping & receiving clerks	8.09
Truckdrivers	9.87
Forklift operators	8.64

*Computed from available statistics

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	1,442.3	....	....
MANUFACTURING	401.7	41.3	8.76
Primary metal industries—**SIC 33**	16.4	43.0	9.53
Fabricated metal products—**SIC 34**	55.2	41.3	8.18
Machinery, except electrical—**SIC 35**	46.9	42.0	9.43
Electronic & electronic equip.—**SIC 36**	50.7	40.9	7.45
Transportation equipment—**SIC 37**	82.0	41.4	10.88
Instruments & related products—**SIC 38**	27.5	43.2	8.18
Food & kindred products—**SIC 20**	13.5	40.8	8.30
Textile mill products—**SIC 22**	6.9	39.5	6.80
Apparel & other textile prods.—**SIC 23**	9.6	36.6	5.59
Paper & allied products—**SIC 26**	10.3	45.0	9.90
Printing & publishing—**SIC 27**	25.1	37.2	8.79
Chemicals & allied products—**SIC 28**	22.0	42.4	9.84
Rubber & misc. plastics prods.—**SIC 30**	12.6	41.3	7.45

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bridgeport 3, 8, 17, 22
Bristol 1 (Hartford)
Danbury 3 (White Plains, NY)
East Hartford 1, 3 (Hartford)
East Haven (New Haven)
Enfield (Hartford)
Fairfield 3 (Bridgeport)
Greenwich 3 (White Plains, NY)
Groton 4 (New London)
Hamden (New Haven)
Hartford 1, 3, 5, 7, 9-12, 14-16, 18-26
Manchester 3 (Hartford)
Meriden 3 (Hartford)
Middletown 3 (Hartford)
Milford 3 (Bridgeport)
Naugatuck 1 (New Haven)
New Britain 1, 3 (Hartford)
New Haven 1, 3, 17, 22
New London 2, 4, 6, 13, 17, 22
Newington 1, 3 (Hartford)
Norwalk 3 (White Plains, NY)
Norwich 2, 4 (New London)
Shelton 3 (New Haven)
Southington 1 (Hartford)
Stamford 3 (White Plains, NY)
Stratford 3 (Bridgeport)
Torrington 1 (Hartford)
Trumbull (Bridgeport)

Vernon (Hartford)
Wallingford 1, 3 (New Haven)
Waterbury 1 (New Haven)
West Hartford (Hartford)
West Haven 3 (New Haven)
Westport 3 (Bridgeport)
Wethersfield (Hartford)

Railroads

1. Boston & Maine Corp.
2. Central Vermont Railway
3. Conrail
4. Providence & Worcester R.R. Co.

Airlines

5. Air Ontario
6. Allegheny
7. American
8. Atlantic Air
9. Bar Harbor Airlines
10. Best Airlines
11. Delta
12. Eastern
13. East Hampton Aire
14. Empire
15. Holiday Airlines
16. Mall Airways
17. Newair
18. Northeastern Int'l
19. Pan Am Express
20. People Express
21. Piedmont
22. Pilgrim Airlines
23. Republic
24. TWA
25. United
26. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bridgeport — 8e, 6g
Bristol — 3eg
Danbury — 3eg
East Hartford — 3e, 1g
East Haven — 8e, 6g
Enfield — 3eg
Fairfield — 8e, 6g
Greenwich — 3e, 1g
Groton — 2e, 3e
Hamden — 8e, 6g
Hartford — 3eg, 1g
Manchester — 3eg, 1g
Meriden — 3eg
Middletown — 3eg
Milford — 8e, 6g
Naugatuck — 3eg
New Britain — 3e, 1g
New Haven — 8e, 6g
Newington — 3e, 1g
New London — 3eg
Norwalk — 4e (serves E. Norwalk), 7e (serves S. Norwalk), 3eg
Norwich — 5eg
Shelton — 8e, 3g
Southington — 3eg
Stamford — 3eg
Stratford — 8e, 6g
Torrington — 3eg
Trumbull — 8e, 6g
Vernon — 3eg
Wallingford — 9e, 9g
Waterbury — 3eg
West Hartford — 3e, 1g
West Haven — 8e, 6g
Westport — 3e, 6g
Wethersfield — 3e, 1g

1. Connecticut Natural Gas Corp.
   100 Columbus Blvd., Hartford 06103
2. Groton Dept. of Utilities
   295 Meridan St., Box 820, Groton 06340
3. Northeast Utilities
   (Conn Light & Power Co.) 107 Selden St., Berlin 06037-0218
4. Norwalk Third Taxing Dist.
   2 Second St., Norwalk 06855
5. Norwich Dept. of Public Utilities
   34 Courthouse Sq., Norwich 06360
6. Southern Conn. Gas Co.
   880 Broad St., Bridgeport 06601
7. S. Norwalk Electric Works
   State St., Box 400, S. Norwalk 06856
8. United Illuminating Co.
   80 Temple St., New Haven 06506
9. Wallingford Elec. Div.
   100 John St., P.O. Box 190, Wallingford 06492

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	202	1,015
Lime	138	9,799
Sand & gravel:		
Construction	11,000	36,200
Industrial	160	1,800
Stone:		
Crushed	7,000	30,300
Dimension	51	9,266
Combined value of other nonmetals		62
Grand Total Massachusetts 1983		**88,442**

* = thousand short tons

ENVIRONMENT CONTROLS:

Air Pollution

Air Compliance Section, State Dept. of Environ. Protection, State Off. Bldg., Hartford, 06115, 203/566-4030

Water Pollution

Water Compliance and Hazardous Substances Section, (same address as above), 203/566-3245

Noise Pollution

Office of Noise Control, (same address as above), 203/566-7494

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Carson, John J., Cmsr.
Connecticut Dept. of Econ. Dev.
210 Washington St.
Hartford, 06106
203/566-3787

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Chesire
Waterhouse, Mark D., C.I.D.
Mgr., Area Sales
The F.I.P. Corp.
10 McKee Pl.
P.O. Box 748, 06410
203/271-0353

Hartford
Studley, Don B., Gas Mktg. Mgr.
Northeast Utilities Svc. Co.
P.O. Box 270, 06141-0270
203/721-2703

Meriden
Cosgrove, Leslie, Exec. Dir.
Meriden Econ. Dev. Corp.
43½ Colony St., 06450
203/237-5573

Middletown
Carney, Joseph R., Econ. Dev. Dir.
Middlesex Chamber of Comm.
70 College St., 06457
203/347-6924

Monroe
Bogen, Bob K., Econ. Dev. Coord.
Monroe Econ. Dev. Cmsn.
Town Hall, 06468
203/261-6571

New Haven
Loveless, Roland A.
Econ. Dev. Group Exec.
New Haven Chamber of Comm.
195 Church St., 06506
203/787-6735

Waterbury
Shea, William A., V.P. & Mgr.
Ind. Dev. Dept.
Colonial Bank
81 W. Main St., 06702
203/574-7019

AUGUSTA
MAINE

STATE INFORMATION:

Financial assistance to industry:
- Financial packaging assistance
- Industrial & revenue bonds for land, buildings, & equipment
- Umbrella revenue bonds for small companies
- Regional revolving loan funds
- Community development loans
- Subsidized training programs
- Loan guarantees
- Venture capital
- SBA 503 loans
- Jobs & investment tax credit
- Farmers Home Administration loan guarantees

MAINE

Urban Development Action Grants (most communities eligible)
No inventory tax
No sales tax on new machinery/equipment used in production
No sales tax on air/water pollution control equipment
No sales tax on raw materials used in manufacturing of products for resale

Tax rates:

Corporate income tax	3.5% on first $25,000; 7.93% on income between $25,000 & $75,000; 8.33% on income between $75,000 & $250,000; & 8.93% on excess over $250,000
Personal income tax	1 to 10%
Personal property tax	weighted avg. $19.80 per 1,000
Sales tax	5%
Franchise tax	none
Incorporation tax	none
Corp. filing fee	$60.00 min.; maximum fee depends on par value of stock or number of shares

Advanced education facilities:

Private degree colleges	16
Campuses of state university	7
Post-secondary vocational technical institutes	6
Secondary vocational technical schools	25

Source: **Maine State Dev. Office**

State Employment Security Agency

For additional labor market information: Employment Security Cmsn., 20 Union St., Augusta, 04330, 207/289-3029

ENVIRONMENT CONTROLS:

Air, Water, Land, & Hazardous Waste Pollution

Henry Warren, Cmsr., Dept. of Environ. Protection, AMHI, Ray Bldg., Augusta, 04333, 207/289-2811

POPULATION:

Cities over 25,000

	Census 1980 Thousands	Estimate 1984 Thousands
MAINE	1,124.7	1,154.2
Bangor	31.6	31.6
Lewiston	40.5	40.7
Portland	61.6	61.1

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
MAINE	109.2	40.2	8.20
Lewiston — Auburn	11.1	37.2	6.69
Portland	17.2	38.3	8.06

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MAINE	568.6	27.6	4.9
Lewiston—Auburn	39.3	2.4	6.1
Portland	103.8	3.3	3.1

*Preliminary figures

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980 Thousands	Estimate 1984 Thousands
Bangor	83.9	137.9
Lewiston—Auburn	72.4	100.3
Portland	183.6	221.0
Portsmouth—Dover—Rochester, NH/ME	163.9	295.1

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Portland ME 12-83
Office, professional & technical	
Clerks, payroll	6.30
Secretaries	7.85
Stenographers	NA
Switchbd opr-receptionists	6.24
Drafters	(a)8.91
Electronic technicians	(a)9.18
Computer operators	7.68
Computer programmers (business)	10.67
Maintenance & powerplant (men)	
Carpenters	NA
Electricians	10.38
Machinists	10.17
Mechanics (machinery)	8.11
Tool & die makers	[illegible].77
Custodial & material movement (men)	
Guards	(a)4.85
Janitors, porters, & cleaners	6.75
Laborers, material handling	6.80
Shipping & receiving clerks	6.51
Truckdrivers	7.95
Forklift operators	7.29

(a) Mfg. & nonmfg. combined

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	28	63
Sand & gravel (construction)	5,000	12,200
Stone (crushed)	1,300	5,200
Combined value of other nonmetals		11,601
Grand Total Maine 1983		29,064

* = thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Lewiston	21	70	7351	390
Portland	22	68	7501	254

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	420.9	....	....
MANUFACTURING	108.4	39.9	7.61
Food & kindred products—**SIC 20**	8.3	36.3	6.10
Textile mill products—**SIC 22**	6.6	41.3	5.87
Apparel & other textile prods.—**SIC 23**	4.8	36.4	5.39
Paper & allied products—**SIC 26**	18.3	45.0	10.95

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bangor 1, 4-7, 9, 10
Lewiston 3, 4, 6
Portland 2-10

Railroads

1. Bangor & Aroostook R.R. Co.
2. Boston & Maine Corp.
3. Canadian National Railways
4. Maine Central R.R. Co.

Airlines

5. Bangor Int'l Airline
6. Bar Harbor Airlines
7. Delta
8. People Express
9. United
10. Valley Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bangor — 1e, 3g
Lewiston — 2e, 4g
Portland — 2e, 4g

1. Bangor Hydro-Electric Co.
   33 State St., Bangor 04401
2. Central Maine Power Co.
   Edison Drive, Augusta 04336
3. Maine Utility Gas Co.
   34 Central St., Bangor 04401
4. Northern Utilities, Inc.
   1075 Forest Ave., Portland 04104

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Stevens, Leslie E., Dir.
State Dev. Office
State House Station 59
193 State St.
Augusta, 04333
207/283-2656

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Auburn
Jordan, M. Peter
Econ. Dev. Coord.
City Hall
45 Spring St., 04210
207/786-2421

Augusta
Kelso, Richard L., C.I.D.
Maine Dev. Foundation
Box 4, 1 Memorial Circle, 04330
207/622-6345

Wagner, Richard F., Jr., C.I.D.
Ind. & Comm. Svcs. Dir.
Central Maine Power Co.
Edison Dr., 04336
207/623-3521 Ext. 2392

Belfast
Maynard, David A., Exec. Dir.
Econ. Dev. Office
Gtr. Belfast Area Dev. Council
71 Church St., 04915
207/338-3370

Biddeford
Johnson, Roger R., Dir.
Econ. Improvement Cmsn.
Main St., P.O. Box 586, 04005
207/283-0181

Portland
Cleaves, Robert E., C.I.D., Pres.
Econ. Dev. Svcs.
786 Stevens Ave., 04103
207/797-7168

Waterville
Keefe, James K., C.I.D.
Econ. Research Assoc.
38 Johnson Hts., 04901
207/873-1396

MASSACHUSETTS

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Revenue bonds & industrial mortgage guarantee
- Bonds for pollution control equip.
- Aid for job training
- Technical assistance & start up capital for small technology-based businesses

Tax rates:

Corporate income tax	9.5%
Personal income tax	5.375% on earned income, or 10.75% on unearned (stock dividends, etc.)
Personal property tax	varies locally
Sales tax	5%
Inventory tax	$2.60/M

Advanced education facilities:

Four-year colleges & universities	84
Two-year or junior colleges	35
Vocational & business schools	169

Source: **Massachusetts Department of Commerce and Development**

State Employment Security Agency

For additional labor market information: Employment Security Div., Charles F. Hurley Employ. Security Bldg., Government Ctr., Boston, 02114, 617/727-7412

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
MASSACHUSETTS	5,737.0	5,764.9
Agawam	26.3	NA
Amherst	33.2	NA
Andover	26.4	NA
Arlington	48.2	47.1
Attleboro	34.2	35.9
Barnstable	30.9	NA
Belmont	26.1	NA
Beverly	37.7	NA
Billerica	36.7	NA
Boston	563.0	545.5
Braintree	36.3	NA
Brockton	95.2	97.9
Brookline	55.1	54.0
Cambridge	95.3	93.6
Chelmsford	31.2	NA
Chelsea	25.4	NA
Chicopee	55.1	54.7
Dedham	25.3	NA
Everett	37.2	NA
Fall River	92.6	93.2
Fitchburg	39.6	40.2
Framingham	65.1	66.2
Gloucester	27.8	28.1
Haverhill	46.9	47.8
Holyoke	44.7	43.6
Lawrence	63.2	64.9
Leominster	34.5	35.7
Lexington	29.5	NA
Lowell	92.4	92.7
Lynn	78.5	79.3
Malden	53.4	53.0
Marlboro	30.6	NA
Medford	58.1	57.6
Melrose	30.1	NA
Methuen	36.7	NA
Milton	25.9	NA
Natick	29.5	NA
Needham	27.9	NA
New Bedford	98.5	99.6
Newton	83.6	82.1
Northampton	29.3	30.0
Norwood	29.7	NA
Peabody	46.0	46.1
Pittsfield	52.0	50.5
Plymouth	35.9	NA
Quincy	84.7	84.0
Revere	42.4	42.0
Salem	38.2	38.2
Somerville	77.4	76.6
Springfield	152.3	151.3
Stoughton	26.7	NA
Taunton	45.0	46.4
Waltham	58.2	57.5
Watertown	34.4	NA
Wellesley	27.2	NA
West Springfield	27.0	NA
Westfield	36.5	36.8
Weymouth	55.6	55.1
Woburn	36.6	NA
Worcester	161.8	159.9

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
*Boston—Lawrence—Salem—Lowell—Brockton, MA/NH	3,448.2	3,652.8
*New Bedford—Fall River—Attleboro, MA/RI	346.2	485.9
Pittsfield	90.5	142.5
*Providence—Pawtucket—Woonsocket, RI/MA	919.2	872.3
*Springfield, MA/CT	530.7	561.3
*Worcester—Fitchburg—Leominster	472.9	650.9

*SMSA renamed in federal government's latest revisions.

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
MASSACHUSETTS	645.9	40.3	8.56
Boston	294.1	40.4	9.34
Brockton	10.6	39.1	6.63
Fall River	19.7	37.3	6.75
Lawrence—Haverhill	43.9	40.9	8.65
Lowell	37.6	39.7	8.05
New Bedford	26.6	39.4	7.61
Springfield—Chicopee—Holyoke	55.1	41.9	8.55
Worcester	38.9	39.6	8.83

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MASSACHUSETTS	3,047.5	137.5	4.5
Boston	1,476.6	60.3	4.1
Brockton	81.2	4.4	5.4
Fall River	78.0	4.8	6.1
Lawrence—Haverhill	147.6	7.6	5.3
Lowell	143.0	5.2	3.6
New Bedford	88.3	5.7	6.5
Springfield—Chicopee—Holyoke	286.0	13.2	4.6
Worcester	188.7	8.8	4.7

*Preliminary figures

MASSACHUSETTS

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Boston 6/84	Worcester 4/84
Office, professional & technical		
Clerks, payroll	7.91	6.99
Secretaries	8.84	8.41
Stenographers	(a)8.33	NA
Switchbd opr-receptionists	6.46	6.08
Drafters V	14.28	NA
Electronic technicians	10.13	9.79
Computer operators	8.66	(a)7.82
Computer programmers (business)	11.95	11.23
Maintenance & powerplant (men)		
Carpenters	11.45	9.79
Electricians	12.14	10.86
Engineers, stationary	12.24	10.98
Machinists	11.33	10.75
Mechanics (machinery)	10.83	9.87
Tool & die makers	12.79	10.19
Custodial & material movement (men)		
Guards	8.38	7.18
Janitors, porters & cleaners	7.59	6.34
Laborers, mat'l handling	6.22	6.93
Shipping & receiving clerks	7.85	7.64
Truckdrivers	9.33	9.06
Forklift operators	9.00	8.16

(a) Mfg. & nonmfg. combined

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	2,871.2	....	....
MANUFACTURING	624.3	39.9	8.01
Primary metal industries—SIC 33	14.6	43.4	8.32
Fabricated metal products—SIC 34	45.5	40.9	8.62
Machinery, except electrical—SIC 35	100.0	41.5	8.75
Electric & electronic equip.—SIC 36	111.3	41.0	7.83
Transportation equipment—SIC 37	35.0	39.2	10.23
Instruments & related prods.—SIC 38	56.8	41.0	8.82
Food & kindred products—SIC 20	23.8	39.4	7.97
Textile mill products—SIC 22	20.1	42.4	6.83
Apparel & other textile prods.—SIC 23	35.8	33.7	5.86
Paper & allied products—SIC 26	25.9	41.4	8.14
Printing & publishing—SIC 27	46.9	37.5	8.41
Chemicals & allied products—SIC 28	16.4	40.0	9.39
Rubber & misc. plastic prods.—SIC 30	29.7	41.9	6.94

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (B) = Boston.

Agawam (Hartford, CT)
Amherst 3 (Pittsfield)
Andover 2 (B)
Arlington 2 (B)
Attleboro 4 (Providence, RI)
Barnstable 4 (New Bedford)
Belmont 2 (B)
Beverly 2 (B)
Billerica 2 (B)
Boston 2, 4, 6-48
Braintree 1 (B)
Brockton 4 (B)
Brookline (B)
Cambridge 2 (B)
Chelmsford (B)
Chelsea 2, 4 (B)
Chicopee 2 (Hartford, CT)
Dedham 4 (B)
Everett 2, 4 (B)
Fall River 4 (New Bedford)
Fitchburg 2, 4 (Worcester)
Framingham 4 (B)
Gloucester 2 (B)
Haverhill 2 (Manchester, NH; B)
Holyoke 2 (Hartford, CT)
Lawrence 2 (Manchester, NH; B)
Leominster 4 (Worcester)
Lexington 2 (B)
Lowell 2 (B)
Lynn 2 (B)
Malden 2 (B)
Marlboro 4 (Worcester)
Medford 2 (B)
Melrose 2 (B)
Methuen 2 (Manchester, NH; B)
Milton (B)
Natick 4 (B)
Needham 1 (B)
New Bedford 4, 16, 26, 40
Newton 4 (B)
Northampton 2, 4 (Hartford, CT)
Norwood 4 (B)
Peabody 2 (B)
Pittsfield 2, 4 (Albany, NY)
Plymouth (B)
Quincy (B)
Randolph (B)
Revere 2 (B)
Salem 2 (B)
Somerville 2 (B)
Springfield 2, 4 (Hartford, CT)
Stoughton 4 (B)
Taunton 4 (New Bedford)
Wakefield 2 (B)
Waltham 2 (B)
Watertown 2 (B)
Wellesley 4 (B)
West Springfield 4 (Hartford, CT)
Westfield 4 (Hartford, CT)
Weymouth (B)
Woburn (B)
Worcester 2, 4, 5, 11, 12

Railroads

1. Bay Colony R.R. Corp.
2. Boston & Maine
3. Central Vermont Railway
4. Conrail
5. Providence & Worcester R.R. Co.

Airlines

6. Aer Lingus
7. Air Canada
8. Air Vermont
9. Alitalia
10. American
11. Atlantic Air
12. Bar Harbor Airlines
13. Braniff
14. British Airways
15. Brockaway Air
16. Cape Air
17. Capitol Air
18. Command Airways
19. Continental
20. Delta
21. East Hampton Aire
22. Eastern
23. El Al
24. Empire
25. Freedom Airlines
26. Gull Air
27. Iberia
28. Jet Express
29. Long Island Airlines
30. Lufthansa
31. Midwest Express
32. National Air
33. New York Air
34. Northeastern Int'l
35. Northwest
36. Pan Am
37. People Express
38. Piedmont
39. Pilgrim Airlines
40. Provincetown-Boston
41. Quebec Aviation
42. Republic
43. Susquehanna Airlines
44. Swissair
45. TWA
46. United
47. USAir
48. Wills Air

ENVIRONMENT CONTROLS:

Air & Water Pollution

Mass. Dept of Environ. Quality Engineering, Div. of Pollution Control, 110 Tremont St., Boston, 02202, 617/727-3855

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Agawam — 26e, 1g
Amherst — 26e, 3g
Andover — 20e, 1g
Arlington — 4e, 5g
Attleboro — 20e, 1g
Barnstable — 11e, 9g, 10g
Belmont — 2e, 5g, 12g
Beverly — 20e, 5g
Billerica — 20e, 9g
Boston — 4e, 5g
Braintree — 6e, 5g
Brockton — 14e, 1g
Brookline — 4e, 5g
Cambridge — 7e, 12g
Chelmsford — 20e, 9g
Chelsea — 4e, 5g
Chicopee — 8e, 1g
Danvers — 13e, 5g
Dedham — 4e, 12g
Everett — 20e, 5g
Fall River — 15e, 17g
Fitchburg — 18eg
Framingham — 4e, 5g, 12g
Gloucester — 20e, 5g
Haverhill — 20e, 16g
Holyoke — 19eg
Lawrence — 20e, 1g
Leominster — 20e, 5g
Lexington — 4e, 5g
Lowell — 20e, 9g
Lynn — 20e, 5g
Malden — 20e, 5g

Marlborough — 20e, 12g
Medford — 20e, 5g
Melrose — 20e, 5g
Methuen — 20e, 1g
Milton — 4e, 5g
Natick — 4e, 5g, 12g
Needham — 4e, 5g, 12g
New Bedford — 11e, 12g
Newton — 4e, 5g
Northampton — 20e, 1g
Norwood — 21e, 5g
Peabody — 22e, 5g
Pittsfield — 26e, 3g
Plymouth — 11e, 12g
Quincy — 20e, 5g
Randolph — 20e, 1g
Revere — 20e, 5g
Salem — 20e, 5g
Somerville — 4e, 5g, 12g
Springfield — 26e, 1g
Stoughton — 14e, 1g
Taunton — 23e, 1g
Wakefield — 24eg, 5g
Waltham — 4e, 5g
Watertown — 4e, 5g
Wellesley — 25e, 5g
West Springfield — 26e, 1g
Westfield — 27eg
Weymouth — 20e, 5g
Woburn — 4e, 5g
Worcester — 20e, 12g

1. Bay State Gas Co.
   120 Royall St., Canton 02021
2. Belmont Mun. Light Dept.
   450 Concord Ave., Belmont 02178
3. Berkshire Gas Co.
   115 Cheshire Rd., Pittsfield 01201
4. Boston Edison Co.
   800 Boylston St., Boston 02199
5. Boston Gas Co.
   One Beacon St., Boston 02108
6. Braintree Elec. Light Dept.
   44 Allen St., Braintree 02184
7. Cambridge Elec. Light Co.
   46 Blackstone St., Cambridge 02139
8. Chicopee Elec. Light Dept. 725
   Front St., Chicopee 01013
9. Colonial Gas Co.
   40 Market St., Lowell 01824
10. Colonial Gas Co., Cape Cod Div.
   127 White's Path, S. Yarmouth 02664
11. Commonwealth Electric Co.
   2421 Cranberry Hwy., Wareham 02571
12. Commonwealth Gas Co.
   675 Massachusetts Ave., Cambridge 02139
13. Danvers Elec. Division
   2 Burroughs St., Danvers 01923
14. Eastern Edison Co. (Brocton)
   110 Mulberry St., Box 471, Brockton 02403
15. Eastern Edison Co. (Fall River)
   82 Hartwell St., Fall River 02722
16. Essex County Gas Co.
   7 N. Hunt Rd., Amesbury 01913
17. Fall River Gas Co.
   155 N. Main St., Fall River 02722
18. Fitchburg Gas & Elec. Light Co.
   285 John Fitch Hwy., P.O. Box 2070, Fitchburg 01420
19. Holyoke Gas & Elec. Dept.
   70 Suffolk St., Holyoke 01040
20. Massachusetts Elec. Co.
   25 Research Dr., Westboro 01581
21. Norwood Mun. Light Dept.
   206 Central St., Norwood 02062
22. Peabody Mun. Light Plant
   70 Endicott St., Peabody 01960
23. Taunton Munic. Ltg. Plant
   55 Weir St., P.O. Box 870, Taunton 02780
24. Wakefield Mun. Light Dept.
   9 Albion St., Wakefield 01880
25. Wellesley Dept. of Public Works
   455 Worcester St., Box 364, Wellesley Hills 02181
26. Western Mass. Elec. Co.
   174 Brush Hill Ave., W. Springfield 01090-0010
27. Westfield Gas & Elec. Lt. Dept.
   100 Elm St., Box 990, Westfield 01086

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	72	399
Lime	8	578
Sand & gravel:		
Construction	5,500	18,600
Industrial	60	1,800
Stone:		
Crushed	7,200	33,000
Dimension	16	910
Combined value of feldspar, gem stones, and mica (scrap)		3,738
Grand Total Connecticut 1983		**59,025**

* = thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Amherst	23	71	6612	500
Boston	30	74	5593	699
Fitchburg	24	72	6619	523
Framingham	26	73	6205	613
Haverhill	26	74	6024	667
Lawrence	26	73	6232	563
New Bedford	32	73	5305	721
Springfield	27	74	5953	699
Taunton	27	71	6276	455
Worcester	23	70	6950	359

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Ansin, Ronald M., Cmsr.
Tortolani, Paul, Dpty. Cmsr.
Massachusetts Dept. of Comm. & Dev.
100 Cambridge St., Boston, 02202
617/727-3206; 1-800/632-8181

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Arlington
Monahan, Robert M., Econ. Dev. Coord.
Town of Arlington
51 Grove St., 02174
617/643-8294

Boston
Davis, Doug, Exec. Dir.
Columbia Cty. Ind. Dev. Auth.
15 E. Orange St., P.O. Box 2135, 32056
904/755-4100 Ext. 234

Kireker, Charles F., Exec. Dir.
Mass. Ind. Finance Agency
125 Pearl St., 02110
617-451-2477

Cambridge
Foden, Harry G., C.I.D., V.P.
Arthur D. Little, Inc.
32 Acorn Pk., 02140
617/864-5770 Ext. 3141

Chicopee
McGovern, Vincent H., Exec. Dir.
Westover Metro. Dev. Corp.
Westover Ind. Airpark
3911 Pendleton Ave., 01022
413/593-6421

Fitchburg
Lanava, Michael A., Exec. Dir.
Ind. Dev. Cmsn.
718 Main St., City Hall, 01420
617/345-9602

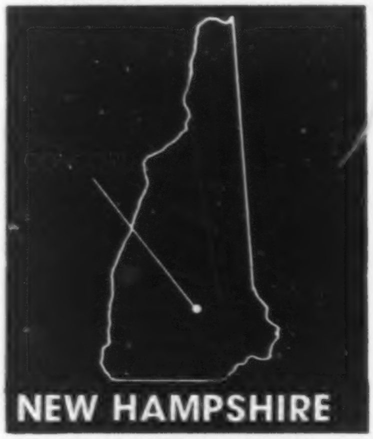
Lawrence
Coffey, James B., Sr., C.I.D., Treas.
Essex County Econ. Dev. Corp./
Gtr. Lawrence Econ. Dev. Ind. Corp.
P.O. Box 522, 01842
617/470-0557

Lowell
Markham, Thomas F., Econ. & Ind. Dir.
Off. of City Mgr., Div. of Plng. & Dev.
J.F.K. Civic Center, 01852
617/454-8821 Ext. 303

Pittsfield
Saint-Pierre, Donald E., Exec. Dir.
Berkshire Cty. Dev. Cmsn.
20 Elm St., 01201
413/499-4474

Springfield
Williamson, John S., Pres.
Springfield Econ. Dev. Corp.
1500 Main St., 01115
413/734-5671

Taunton
McAloon, William A., Exec. Dir.
Taunton Ind. Dev. Cmsn.
14 Merchants Ln., 02780
617/824-5856



STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Bonds for machinery & equipment
- Mortgage guarantees

Tax rates:
Corporate income tax.... 8% + 13.5% = 9.08% effective rate
Incorporation fee........................$60 min. additional fee based on amount of authorized tax
Annual franchise tax..................equals amount of original incorporation fee
$25 document filing fee effective

NEW HAMPSHIRE

Gasoline tax:
State.. $.14/gal.
Federal...................................... $.15/gal.

Advanced education facilities:
Four-year colleges & universities 17
Two-year or junior colleges.................6
Vocational & technical schools 9

Medical facilities:
Hospitals..27
Outpatient clinics (OC) 47
Day habilitation 17
Adult medical day care 3
Birthing center 1
Kidney dialysis 2

Labor analysis:
High school graduates (1983)....11,483
Mfg. workers in unions...............15.8%

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
NEW HAMPSHIRE	920.6	964.5
Concord	30.4	NA
Manchester	90.9	92.7
Nashua	67.9	71.5
Portsmouth	26.3	27.7

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
*Boston—Lawrence—Salem—Lowell—Brockton, MA/NH	3,448.2	3,652.8
*Manchester—Nashua	275.0	288.6
Portsmouth—Dover—Rochester, NH/ME	163.9	295.1

*SMSA renamed in federal government's latest revisions.

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW HAMPSHIRE	123.6	41.1	7.86
Manchester	17.6	40.8	7.68
Nashua	36.7	40.9	9.27

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW HAMPSHIRE	528.8	14.9	2.8
Manchester	91.8	2.5	2.7
Nashua	94.1	1.9	2.0

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	408.1	. . . .	. . . .
MANUFACTURING	113.1	40.2	7.38
Primary metal industries—**SIC 33**	3.7	44.0	7.79
Fabricated metal products—**SIC 34**	6.9	40.6	7.38
Machinery, except electrical—**SIC 35**	21.6	42.4	8.24
Electric & electronic equip.—**SIC 36**	21.7	38.7	7.85
Food & kindred products—**SIC 20**	2.8	41.5	9.18
Textile mill products—**SIC 22**	4.0	40.8	6.28
Apparel & other textile prods.—**SIC 23**	2.8	37.3	5.22
Paper & allied products—**SIC 26**	5.5	46.3	8.65
Printing & publishing—**SIC 27**	6.8	39.5	7.22

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (M) = Manchester.

Concord 1 (M)
Manchester 1, 2-5
Nashua 1 (Boston, MA)
Portsmouth 1 (M)

Railroads

1. Boston & Maine Corp.

Airlines

2. Bar Harbor Airlines
3. Pilgrim Airlines
4. Precision Airlines
5. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Concord — 1e, 2g
Manchester — 6e, 4g
Nashua — 6e, 3g
Portsmouth — 6e, 5g

1. Concord Electric Co.
   1 McGuire St., Box 1338, Concord
   03301-1338
2. Concord Natural Gas Corp.
   66 N. Main St., Concord 03301
3. Gas Service, Inc.
   1260 Elm St., P.O. Box 329,
   Manchester 03105
4. Manchester Gas Co.
   1260 Elm St., P.O. Box 329,
   Manchester 03105
5. Northern Utilities, Inc.
   1075 Forest Ave., Portland, ME
   04104
6. Public Service Co. of NH
   1000 Elm St., P.O. Box 330
   Manchester 03105

ENVIRONMENT CONTROLS:

Air Pollution

Dennis R. Lunderville, Dir., Air Resources Agency, Health & Welfare Bldg., Hazen Dr., Concord, 03301, 603/271-4582

Water Pollution

William A. Healy, Exec. Dir., Water Supply & Pollution Control Commission, P.O. Box 95, Hazen Dr., Concord, 03301, 603/271-3503

ALAN C. KÖLZ

MANAGEMENT CONSULTANTS SINCE 1971

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• PLANT MOVES

77 Garden Drive, Suite 17, Manchester, N.H. 03102
(603) 668-5556

Circle 2 on Brochure Service Card

Hazardous Waste

John Minichiello, Bureau Chief, Bureau of Hazardous Waste Mgmt., New Hampshire Div. of Pub. Health Svcs., Hazen Dr., Concord, 03301, 603/271-4611

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	W	W
Gemstones	NA	W
Sand & gravel (construction)	4,000	12,100
Stone:		
Crushed	900	4,000
Dimension	96	7,545
Combined value of clays, gem stones, and other nonmetals		76
Grand Total New Hampshire 1983		23,721

* = thousand short tons
W = withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Concord	20	70	7482	353
Nashua	23	70	7081	351

State Employment Security Agency

For additional labor market information: Dept. of Employment Security, 32 S. Main St., Concord, 03301, 603/224-7215

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Guilderson, Paul H., Dir.
New Hampshire Off. of Ind. Dev.
P.O. Box 856, Prescott Park
105 Loudon Rd.
Concord, 03301
603/271-2591

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

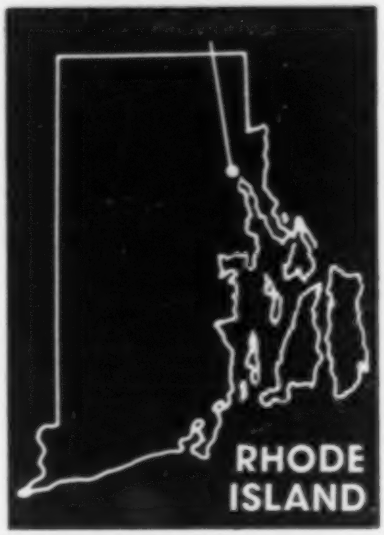
Utilities, Banks, Areas & Others

Berlin
Sherman, Roland H., C.I.D.
Econ. Dir., Asst. Treas. & Sec'y
Berlin Econ. Dev. Council (BEDCO)
P.O. Box 525, 03570
603/752-3319

Concord
Barrell, W. Dwight, C.I.D., Dir.
Econ. Dev. Dept., City of Concord
41 Green St., 03301
603/224-9937

Manchester
Taylor, Jay E., Ind. Agent
City Ind. Council
57 Market St., 03101
603/624-6464

Portsmouth
Sheridan, Chistopher F., Econ. Dev. Dir.
Portsmouth Econ. Dev. Cmsn.
126 Daniel St., 03801
603/431-2000 Ext. 230



STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Confidential site location surveys
- Mortgage guarantees for buildings & equipment

Tax rates:

Corporate income tax	8% of net
Personal income tax	24.9% of federal in 1984
Personal property tax	varies locally
Sales tax	6%
Equipment & machinery tax is exempt from sales & local property taxes	
Franchise & incorp. tax	$2.50/10M
Gasoline tax	11% of wholesale price in 1984

Advanced education facilities:

Four-year colleges & universities	11
Two-year or junior colleges	1
Vocational & business schools	12

Medical facilities:

Hospitals	20
Clinics	NA

Labor analysis

High school graduates	16,000
Mfg. workers in unions	35%

Source: **Rhode Island Department of Economic Development**

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1984
RHODE ISLAND	947.2	954.3
Coventry	27.1	NA
Cranston	72.0	72.4
Cumberland	27.1	NA
East Providence	51.0	52.6
Newport	29.3	NA
North Providence	29.2	NA
Pawtucket	71.2	71.1
Providence	156.8	154.2
Warwick	87.1	88.9
West Warwick	27.0	NA
Woonsocket	45.9	46.0

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980 —Thousands—	Estimate 1984
*Boston—Lawrence—Salem—Lowell—Brockton, MA/NH	3,448.2	3,652.8
*Manchester—Nashua	275.0	288.6
Portsmouth—Dover—Rochester, NH/ME	163.9	295.1

*SMSA renamed in federal government's latest revisions.

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

Employment Thousands	Weekly Hours	Hourly Earnings $
RHODE ISLAND		
121.7	40.3	7.15
Providence—Warwick—Pawtucket		
130.3	39.9	7.04

Unemployment

*Major Market Areas—9/84**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
RHODE ISLAND		
498.2	22.5	4.5
Providence—Warwick—Pawtucket		
481.7	23.2	4.8

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Employment Security, 24 Mason St., Providence, 02903

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Providence Warwick Pawtucket, RI/MA 6/84
Office, professional & technical	
Clerks, payroll	6.46
Secretaries	7.91
Stenographers	(a)6.79
Switchbd opr-recept's	5.72
Drafters	9.91
Electronics technicians	10.40
Computer operator	7.27
Computer programmers (business)	10.84
Maintenance & powerplant (men)	
Carpenters	8.57
Electricians	10.07
Engineers, stationary	(a)9.97
Machinists	9.40
Mechanics (machinery)	9.51
Tool & die makers	11.30

Custodial & material movement (men)	
Guards	*6.51
Janitors, porters & cleaners	6.07
Laborers, mat'l handling	6.01
Shipping & receiving clerks	7.01
Truckdrivers	8.39
Forklift operators	7.34

*Computed from available statistics
(a) Mfg. & nonmfg. combined

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	393.2	....	....
MANUFACTURING	115.3	39.0	6.92
Primary metal industries—SIC 33	6.1	42.5	7.99
Fabricated metal products—SIC 34	8.9	37.5	6.46
Machinery, except electrical—SIC 35	6.5	39.8	8.93
Electric & electronic equip.—SIC 36	11.0	40.3	6.62
Transportation equipment—SIC 37	8.9	40.7	9.30
Instruments & related prods.—SIC 38	4.6	42.8	7.05
Food & kindred products—SIC 20	3.1	35.8	6.04
Textile mill products—SIC 22	10.8	40.7	6.11
Apparel & other textile prods.—SIC 23	3.2	38.7	5.60
Paper & allied products—SIC 26	2.4	40.4	6.22
Printing & publishing—SIC 27	5.7	36.5	9.64
Chemicals & allied products—SIC 28	3.0	38.9	8.96
Rubber & misc. plastics prods.—SIC 30	6.2	39.6	6.87

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (P) = Providence

Coventry (P)
Cranston 2 (P)
Cumberland 2 (P)
East Providence 2 (P)
Newport 2 (P)
North Providence (P)
Pawtucket 1, 2 (P)
Providence 1-12
Warwick (P)
West Warwick 2 (P)
Woonsocket 2 (P)

Railroads

1. Conrail
2. Providence & Worcester R.R. Co.

Airlines

3. American
4. Delta
5. Eastern
6. Empire
7. National Air
8. Pan Am
9. Piedmont
10. Pilgrim Airlines
11. United
12. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric   g = gas

Coventry — 2e, 4g
Cranston — 2e, 4g
Cumberland — 1e, 5g
East Providence — 2e, 4g
Newport — 3e, 4g
North Providence — 2e, 4g, 5g
Pawtucket — 1e, 4g, 5g
Providence — 2e, 4g
Warwick — 2e, 4g
West Warwick — 2e, 4g
Woonsocket — 1e, 5g

1. Blackstone Valley Electric Co.
   Washington Hwy., Box 1111, Lincoln
   02865
2. Narragansett Electric Co.
   280 Melrose St., Providence 02901
3. Newport Electric Corp.
   12 Turner Rd., Box 4 128
   Middletown 02840-0011
4. Providence Gas Co.
   100 Weybosset St., Providence
   02903
5. Valley Resources Inc.
   1595 Mendon Rd., Cumberland
   02864

Water Resources

RI Water Resources Board
265 Melrose St.
Providence, 02907

ENVIRONMENT CONTROLS:

Air & Water Pollution

Dept. of Environ. Mgmt., 83 Park St., Providence, 02908

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Providence	28	73	5908	574

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel (construction)	1,000	2,500
Stone (crushed)	150	1,000
Combined value of other nonmetals		20
Grand Total Rhode Island 1983		**3,520**

* = thousand short tons

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Berman, Norton L., Dir.
Rhode Island Dept. of Econ. Dev.
7 Jackson Walkway
Providence, 02903
401/277-2601

Railroad, Motor & Water Carriers

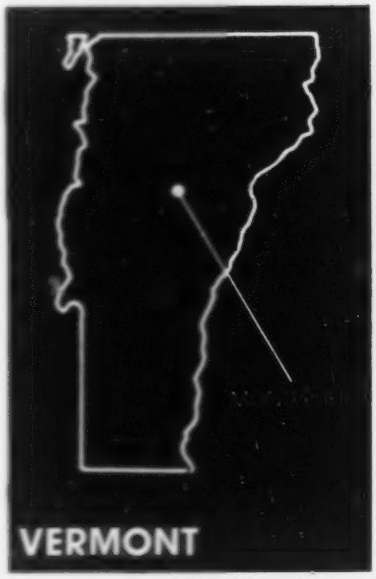
Industrial development directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Pawtucket
Adams, Norman J., C.I.D., Pres. & CEO
North American Ind., Inc.
P.O. Box 348, 02862
401/725-6788

Providence
Theriault, Roland L., Exec. Dir.
Providence Ind. Dev. Corp.
10 Dorrance St., Rm. 514, 02903
401/273-8050

Saunderstown
Schmidt, Adolph T., C.I.D.
121 Prospect St., 02895
401/785-1640



STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Business consulting
- Direct loans
- Loan guarantees

Tax rates:

Corporate income tax	6-9%
Personal income tax	26% of federal
Personal property tax	none
Sales tax	4%
Inventory tax	varies locally
Equipment & machinery tax	varies locally
Franchise & incorporation tax	graduated
Gasoline tax	$.13/gal.
Diesel tax	$.14/gal.

Advanced education facilities:

Four-year colleges & universities	15
Two-year or junior colleges	5
Vocational & business schools	16

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
VERMONT	511.5	528.9
Burlington	37.7	37.8

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Burlington	114.1	124.2

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
VERMONT	48.5	41.2	8.17
Burlington	16.0	42.9	8.95
Springfield	4.0	41.6	8.33

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
VERMONT	276.9	9.8	3.8
Burlington	75.4	2.0	2.7

*Preliminary figures

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	205.0	....	....
MANUFACTURING	47.4	40.0	7.66
Fabricated metal products—SIC 34	3.7	41.0	9.31
Machinery, except electrical—SIC 35	4.9	40.2	8.12
Electric & electronic equip.—SIC 36	12.6	41.9	8.36
Food & kindred products—SIC 20	2.3	41.5	6.57
Apparel & other textile prods.—SIC 23	1.6	33.7	5.72
Paper & allied products—SIC 26	2.7	40.8	8.52
Printing & publishing—SIC 27	3.7	39.6	7.64
Rubber & misc. plastics prods.—SIC 30	1.4	39.5	6.94

Medical facilities:

Hospitals	16
Clinics	12

Labor analysis:

High school graduates	7,800
Nonagri. workers in unions (1982)	17.5%

Source: **Vermont Agency of Development and Community Affairs**

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Burlington 1-8

Railroads

1. Central Vermont Railway
2. Vermont Railway

Airlines

3. Brockway Air
4. Empire
5. People Express
6. Provincetown-Boston
7. United
8. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Burlington — 1e, 2g

1. Burlington Electric Dept.
   585 Pine St., Burlington 05401
2. Vermont Gas Systems, Inc.
   P.O. Box 467, Burlington 05402

State Employment Security Agency

For additional labor market information: Dept. of Employment and Training, P.O. Box 488, Green Mountain Dr., Montpelier, 05602

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel (construction)	2,800	5,200
Stone:		
Crushed	1,500	6,500
Dimension	207	30,585
Combined value of other nonmetals		9,529
Grand Total Vermont 1983		**51,814**

* = thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Burlington	17	70	7953	379

ENVIRONMENT CONTROLS:

Air Pollution

Air Pollution Control, Environ. Engineering Div., Agency of Environ. Conservation, 79 River St., Montpelier, 05602

Water Pollution

Water Quality Div., Water Resources Dept., (same address as above)

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Justis, Robert Y., Jr., Ind. Dev. Dir.
Vermont Agency of Dev. & Comm. Affairs
Pavilion Off. Bldg.
Montpelier, 05602
802/828-3221

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Burlington

Behney, C. Harry, Exec. Dir.
Gtr. Burlington Ind. Corp.
P.O. Box 786, 7 Burlington Sq., 05402
802/862-5726

Rutland

Faris, Julia G., Exec. Dir.
Rutland Ind. Dev. Corp.
P.O. Box 39, 05701
802/773-9147

Winooski

Harold, Roberta A., Exec. Dir.
Winooski Comm. Dev. Corp.
27 W. Allen St., 05404
802/655-0773

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MIDDLE ATLANTIC

- NEW JERSEY
- NEW YORK
- PENNSYLVANIA

Regional Review:

By Dennis J. Donovan

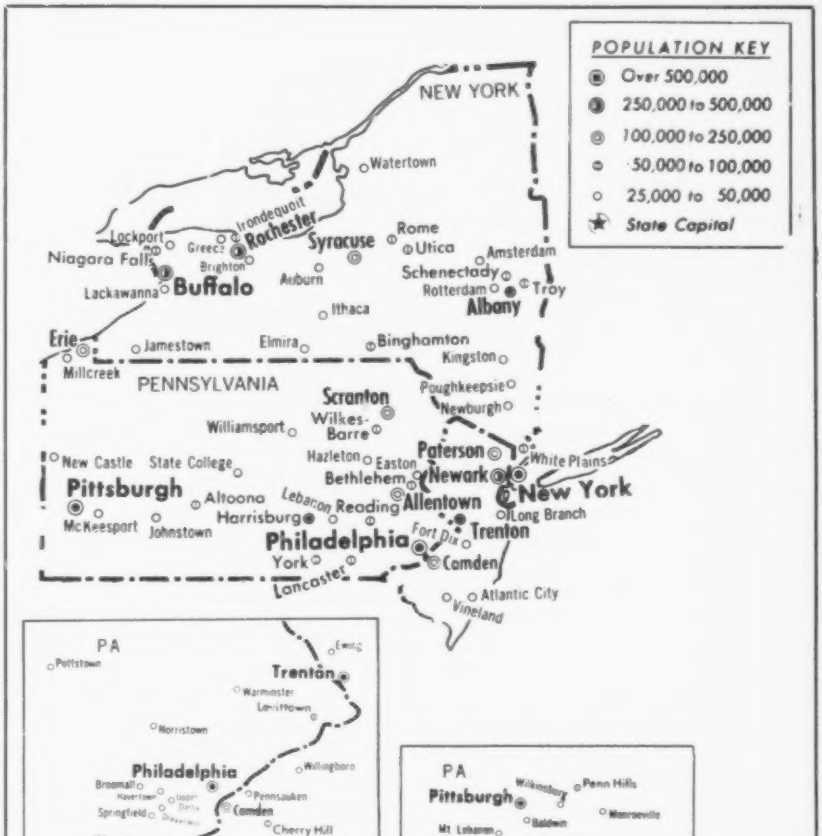
The Middle Atlantic region, comprising New Jersey, New York, and Pennsylvania, recorded moderate economic growth in 1984. The three states demonstrated impressive growth in the sectors of construction, which recorded an employment growth rate of 17.4% in 1984; trade, 6.6% growth; and services, 6.0% growth. Moreover, despite the sluggish performance among some manufacturing segments, others—electronics, lumber and wood, pharmaceuticals, plastics and rubber fabrication, and apparel—displayed buoyancy. As a consequence, overall manufacturing employment inched up 3.3% in the region; corresponding growth in the U.S. overall was 6.3%.

Before proceeding with highlights of the individual states, one interesting development in the region should be noted: Due to the steadily improving business climate in all three states and their advances in telecommunications, the region now frequently competes with Sunbelt locations for both office and industrial facilities. While this is a positive development, it also offers a new set of competitive challenges for the Mid-Atlantic region.

New Jersey. The Garden State continues to display the lowest unemployment rate in the region. As of October 1984, New Jersey's joblessness rate was 5.1%, significantly below the U.S. average of 7.0%. Additionally, the state remains the only Northeastern state to be assigned an Aaa bond rating by Moody's.

Growth was experienced in all major economic sectors of the state during 1984. Mirroring a healthy economy, construction employment rebounded 24.7%

Mr. Donovan is vice-president of business location services for Moran, Stahl & Boyer in New York City.


POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
NEW YORK
PENNSYLVANIA
Buffalo
Rochester
Syracuse
Albany
Niagara Falls
Lockport
Lackawanna
Irondequoit
Greece
Brighton
Auburn
Watertown
Rome
Utica
Amsterdam
Schenectady
Rotterdam
Troy
Ithaca
Erie
Millcreek
Jamestown
Elmira
Binghamton
Kingston
Poughkeepsie
Newburgh
Scranton
Wilkes-Barre
Williamsport
Hazleton
Easton
Bethlehem
Allentown
Reading
Lebanon
Harrisburg
Paterson
Newark
New York
White Plains
Long Branch
Trenton
Fort Dix
Philadelphia
Camden
York
Lancaster
Atlantic City
Vineland
New Castle
State College
Pittsburgh
Altoona
McKeesport
Johnstown
PA
NJ
DEL
Wilmington
Pottstown
Norristown
Warminster
Levittown
Willingboro
Pennsauken
Cherry Hill
Chester
Broomall
Havertown
Upper Darby
Springfield
Penn Hills
Wilkinsburg
Baldwin
Monroeville
Mt. Lebanon
West Mifflin
Bethel Park
Niagara Falls
North Tonawanda
Amherst
Tonawanda Town
Cheektowaga
CAN
N.Y.
Warren
OHIO
Austintown
Boardman
Youngstown
New Castle
CONN
Bridgeport
Westport
Norwalk
Fairfield
Stamford
Greenwich
Port Chester
New City
White Plains
Yonkers
Mt. Vernon
New Rochelle
Glen Cove
Huntington Sta
Ridgewood
Wayne
Fair Lawn
Paramus
Bergenfield
Teaneck
Hackensack
Lodi
Garfield
Clifton
Passaic
Montclair
Nutley
Bloomfield
Belleville
North Bergen
West Orange
Orange
Kearny
Hoboken
Union City
Fort Lee
Livingston
East Orange
Jersey City
Irvington
Bayonne
Union
Cranford
Westfield
Elizabeth
Linden
Plainfield
Rahway
Piscataway
Woodbridge
Edison
Perth Amboy
New Brunswick
East Brunswick
Sayreville
Old Bridge
Hicksville
Plainview
Brentwood
Central Islip
Deer Park
North Babylon
Garden City
Hempstead
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Valley Stream
Rockville Centre
Oceanside
Baldwin
Freeport
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Lindenhurst
Long Beach

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from a year earlier. Employment increases in other sectors included a 6.7% increase in trade; a 5.4% increase in transportation, utilities, and communication; and a 4.6% increase in manufacturing. And despite the impression that New Jersey's future rests in high-technology and white-collar fields, it was traditional and unspectacular industries that further propelled economic gains in 1984. For example, lumber and wood products experienced a 20.0% jump in employment growth; the apparel industry increased 15.6%; and the furniture industry was up 8.7%.

Geographically the hottest development spots are northern Bergen County, central New Jersey (South Plainfield, Sommerville, etc.), Atlantic City, western New Jersey (Warren and Hunterdon Counties), and Princeton. Jersey City's waterfront is beginning to see new businesses as well: Bankers Trust will be establishing a 1,200-employee office at the Harborside complex and Shearson/Lehman also has big plans for the area.

New business is being sent to the state from companies headquartered in New York and Philadelphia, which redeploy business processing and transaction activities to New Jersey areas. Four factors are principally responsbile for this phenomenon: 1) high occupancy costs in New York, 2) expensive electricity in New York, 3) potential clerical labor cost savings in New Jersey, and 4) an improvement in clerical labor quality in some instances in New Jersey.

Although many of New Jersey's long-established industries fared well in 1984, the state will undoubtedly attract more technologically sophisticated operations in the future. This is due in part to Governor Kean's administration's efforts, many of which are directed at high-technology industries, to turn around the business climate. These efforts are illustrated by the legislation passed in 1984, which included the following:

1) Air pollution penalties were raised from $2,500 per offense to a three-tier system. For one offense the charge will be $10,000; for two, $25,000; and for three, $50,000;

2) Companies must now notify the state EPA if a contaminent poses a health problem. Moreover, there are no more 15-day hearing periods on emmission of contaminants unregulated by law:

3) $100 million was earmarked for waste-water treatment plants;

4) A local expenditure and revenue policy commission was established;

5) The first two enterprise zones were established covering 15% of Newark and a 3.5-square-mile section in Camden. Substantial tax benefits are available if 25% of a firm's employees reside within the zone; and

6) A $90-million bond issue was passed.

In 1985 businesses will be closely monitoring several issues, including: the introduction of workers' compensation reform based on the "replacement pay concept," a 1% room tax in coastal communities for shore protection that is likely to pass, and a $3.4-billion bond issue for highway improvements.

New York. New York came out of 1984 in very good shape. While a few pockets of unemployment persisted, the state's joblessness rate dipped to 7.1%, a shade above the national mean. Almost 7.8 million New Yorkers held nonagricultural jobs in 1984, up 3.3% from a year earlier. The state recorded a large cash surplus in 1984 and maintained its Moody's A bond rating.

All major economic sectors expanded last year, including a substantial 14.7% employment gain in construction. Several sizeable industries also grew at a healthy pace in 1984, including lumber and wood products (8.3%), textiles (11.5%), and fabricated plastics and rubber (9.1%). In the nonmanufacturing sector, retail trade advanced 6.8% in employment growth and services saw a 6.9% increase.

It is a falsehood to assume that the future relies solely on high-technology and business services in New York—statistics and actual business location patterns demonstrate that new jobs will also emanate from unglorious, solid industries. Consequently, industrial policy that focuses too heavily on a few glamorous industries can do more harm than good; the best policy is to maintain a business climate that is advantageous to industries across the economic spectrum.

New York City's economy remains vibrant. While some business functions are being moved to either nearby suburban areas or long-distance sites, other service activities usually replace those that have left. Activities relocating out of New York tend to represent cost-sensitive parts of larger corporations, while operations that locate or expand in the city tend to be of two varieties: those that absolutely must be situated in the city, and those that prefer a New York location and can recover the steep price tag in customer sales.

Rents in midtown Manhattan range from $35 to $48 per square foot, with some new space at the most prestigious addresses surpassing $60 a square foot. New growth sections of Manhattan are Battery Park at the southern extreme of the island, which is mostly being populated by financial-service businesses; and south midtown below 30th Street, which is becoming increasingly attractive to advertising and publishing firms.

Elsewhere, Long Island continues to develop around financial services, business services, and high-technology manufacturing. Westchester County is still growing with the northern portion poised for rapid commercial development, while the Hudson River Valley is expanding more slowly, although growth associated with Rensselaer Polytechnic Institute's high-technology development holds promise. The northern counties of New York are benefitting by Canadian companies building small production facilities.

Several economic development-oriented legislative packages were enacted in 1984. They embodied, in part:

1) Continuation of the corporate income tax surcharge levied on companies located in the 12 downstate counties, which is used to help fund the Metropolitan Transit Authority;

2) Enactment of the nation's first law to curb acid rain, whereby industries burning oil and/or coal must reduce sulfur dioxide and nitrogen oxide by 30%. Such reduction must be initiated no later than 1988 and attained by the early 1990s; and,

3) The creation of a much-needed Office of Business Permits and Regulatory Assistance within the Department of Commerce.

Several consequential developments are expected to take place in 1985. New York businesses can be on the lookout for the establishment of a "superfund" fees law for toxic waste cleanup; an amendment to the Job Development Authority, which will raise its lending capacity from $300 million to $600 million; the reintroduction of plant closing legislation; a reduction of the top personal income tax rate from 10% to 9%; and, the redistribution of hydroelectric power generated by Niagara Power Authority.

Pennsylvania. Pennsylvania's economy improved in 1984, but unemployment here is the highest among the three Mid-Atlantic states. In October 1984, 8.2% of Pennsylvania's labor force was unemployed. While down from 9.5% in 1983, the current rate is well above the U.S. average. Nonetheless, Pennsylvania still retains its A bond rating from Moody's.

Pennsylvania also had the slowest economic growth among the three states in 1984. Employment went up 4.6%. Construction led the way with an 11.7% increase, while manufacturing's relatively sluggish 2.2% advance can be attributed to devastating employment contraction in the steel and petroleum industries.

The primarily rural central section of the state is growing slowly, occasionally witnessing the location of plants in the food-processing, auto-parts fabrication, and paper-production industries. Northeast Pennsylvania is getting a fair share of both new plants and expansions, and the region should soon begin capitalizing on backoffice decentralization from both New York and Philadelphia.

Pittsburgh's development renaissance kept up momentum in 1984. Allegheny International decided to stay and build a new home office downtown. Other new commercial developments are coming to fruition in the central business district. Rehabilitation has accelerated on the North Shore, and outside the city several suburban areas such as Green Tree and Robinson Township are flourishing.

The big event in Philadelphia last year was the city's granting permission for developers to construct an office building that could rise more than 548 feet, which is the height of Billy Penn's hat on top of City Hall. No downtown building could exceed this altitude before 1984. Around the area suburban Philadelphia continues to develop. Valley Forge is an exceptionally strong office market, and Devon and King of Prussia are also doing well—the latter becoming the focal point for the Delaware Valley's high-technology base.

Looking at the state as a whole, several manufacturing groups demonstrated economic strength in 1984. While electronics employment advanced at a rapid pace, other nonhigh-technology industries did as well or better. Pennsylvania had the best growth rate in the financial services industry among Mid-Atlantic states with a 16.8% increase in lumber and wood products, an 11.3% increase in rubber and plastics fabricating, and a 10.6% increase in employment in the furniture industry.

Pennsylvania's legislature was active in 1984 as far as economic development is concerned. The legislation included a reduction in the corporate income tax rate from 10.5% to 9.5% and elimination of prepayment; the establishment of four enterprise zones; the creation of an energy development authority, which was awarded $33 million to study alternative fuel sources; and the approval of a $190-million bond issue for infrastructure improvement and engineering school upgrading.

Legislation passed in 1985 should include a reduction of the personal income tax from 2.35% to 2.2%; a three-year, $25-million tax credit for modernizing plants in heavy industries; the reintroduction of plant closing bills; additional funding for customized, pre-employment training; and funding of $18 million for the Ben Franklin Partnership.

1985. Economic performance for the region in 1985 should exceed that of 1984. Employment expansion in the 4% to 5% range seems feasible. Moderate to strong growth should continue in the financial/insurance/real estate, business services, wholesale trade, retail trade, and selected manufacturing functions sectors. Traditional manufacturing groups—food processing, converted paper, commercial printing, petrochemical, and plastics—should grow in the region as well.

The only bleak spot will remain in heavy industries. This will continue to keep unemployment disturbingly high in metropolitan areas like Johnstown, Altoona, and Pottstown, Pa.; Buffalo, N.Y.; and Bridgeton, N.J. Nevertheless, the abundant labor supply in these metro areas combined with effective retraining programs presents opportunities for gradual economic transformation.

As has been shown, state government administrations enacted significant measures in all three jurisdictions in 1984. More of the same is on the drawing board for 1985. Most of these measures are favorable to business and are critical if the region is to continue effectively competing for new facility investment dollars.

TRENTON
NEW JERSEY

STATE INFORMATION:

Financial assistance to industry:

- Industrial revenue bond financing
- Guaranteed loans
- Direct loans
- Tax abatement
- Pollution control financing

Tax rates:

Corporate income tax	9%
Sales tax repealed sales tax on production machinery & equipment	6%
Incorporation certificate	min. $75
Gasoline tax	$.08/gal.

Advanced education facilities:

Four-year colleges & universities	32
Two-year or junior colleges	18
Vocational & business schools	159

Medical facilities:

Hospitals	103

Labor analysis:

High school graduates (1982)	93,750
Workers in unions	23.3%

Source: **New Jersey Div. of Econ. Dev.**

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
NEW JERSEY	7,364.2	7,484.6
Atlantic City	40.2	39.1
Bayonne	65.0	64.0
Belleville	35.4	NA
Bergenfield	25.6	NA
Bloomfield	47.8	46.4
Brick	53.6	60.8
Bridgewater	29.2	NA
Camden	84.9	82.0
Cherry Hill	68.8	72.2
Clifton	74.4	74.0
Dover	64.5	70.1
East Brunswick	37.7	NA
East Orange	77.0	78.0
Edison	70.2	71.8
Elizabeth	106.2	104.3
Ewing	34.8	NA
Fair Lawn	32.2	NA
Fort Lee	32.4	NA
Franklin	31.4	NA
Garfield	26.8	NA
Gloucester	45.2	47.4
Hackensack	36.0	NA
Hamilton	82.8	85.1
Hoboken	42.5	42.3
Howell	25.1	NA
Irvington	61.5	62.8
Jackson	25.6	NA
Jersey City	223.5	216.5
Kearny	35.7	NA
Lakewood	38.5	NA
Linden	37.8	NA
Livingston	28.0	NA
Long Branch	29.8	NA
Manchester	28.0	NA
Middletown	62.6	66.5
Millville	NA	26.3
Montclair	38.3	NA
Neptune	28.4	NA
New Brunswick	41.4	41.4
Newark	329.2	316.9
North Bergen	47.0	47.8
Nutley	29.0	NA
Old Bridge	51.5	52.7
Orange	31.1	NA
Paramus	26.5	NA
Parsippany-Troy Hills	49.9	50.5
Passaic	52.5	52.7
Paterson	138.0	138.2
Pemberton	29.7	NA
Pennsauken	33.8	NA
Perth Amboy	39.0	39.0
Piscataway	42.2	43.1
Plainfield	45.6	45.7
Rahway	26.7	NA
Ridgewood	25.2	NA
Sayreville	30.0	NA
Teaneck	39.0	NA

Trenton	92.1	90.8
Union City	55.6	56.7
Union	50.2	49.4
Vineland	53.8	55.4
Washington (Gloucester Cty.)	27.9	NA
Wayne	46.5	46.6
West New York	39.2	NA
West Orange	39.5	NA
Westfield	30.4	NA
Willingboro	39.9	NA
Woodbridge	90.1	93.1

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
*Allentown—Bethlehem, PA/NJ	636.7	651.1
Atlantic City	194.1	295.5
*Bergen—Passaic	447.6	1,277.4
Jersey City	557.0	548.4
*Middlesex—Somerset—Hunterdon	595.9	905.5
*Monmouth—Ocean	503.2	910.5
New York, NY/NJ	9,119.7	8,241.8
Newark	1,965.3	1,868.8
Philadelphia, PA/NJ	4,716.8	4,725.1
Trenton	307.9	310.8
Vineland—Millville—Bridgeton	132.9	137.0
Wilmington, DE/NJ/MD	524.1	529.6

*SMSA renamed in federal government's latest revisions.

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW JERSEY	743.9	41.4	9.38
Atlantic City	8.0	39.2	8.24
Camden	71.5	40.1	9.50
Hackensack	102.5	41.2	8.59
Jersey City	59.7	40.2	8.78
Long Branch—Asbury Park	23.8	NA	NA
Newark	226.6	41.2	9.65
New Brunswick—Perth Amboy—Sayreville	83.3	41.7	10.17
Paterson—Clifton—Passaic	64.7	42.3	9.60
Trenton	31.6	42.4	10.02
Vineland—Millville—Bridgeton	14.7	NA	NA

NA = not available

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW JERSEY	3,750.7	218.5	5.8
Atlantic City	133.6	8.7	6.5
Jersey City	236.5	23.2	9.8
Long Branch—Asbury Park	270.1	13.4	5.0
Newark	999.5	56.7	5.7
New Brunswick—Perth Amboy—Sayreville	346.8	19.2	5.5
Paterson—Clifton—Passaic	220.4	17.1	7.8
Trenton	165.8	8.3	5.0
Vineland—Millville—Bridgeton	55.3	6.4	11.6

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Labor, Div. of Plng. & Research, CN 056, Trenton, 08625, 609/292-7376

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	3,148.8	. . . .	. . . .
MANUFACTURING	712.1	40.6	9.11
Primary metal industries—SIC 33	20.5	. . . .	. . . .
Fabricated metal products—SIC 34	51.9	41.4	9.25

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Hamilton, NJ 08650
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(Exit 7A, NJ Turnpike)

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SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Newark 1/84	Trenton 9/82	Paterson-Clifton-Passaic 4/83
Office, professional & technical			
Clerks, payroll	8.35	7.00	7.25
Secretaries	9.62	7.92	8.37
Stenographers	9.11	7.34(a)	NA
Swtichbd opr-recept's	6.72	6.06	5.86
Drafters V	12.82	11.82	9.28(d)
Electronics technicians	9.53	11.01	10.43
Computer operators	9.04	8.86	7.80
Computer programmers (business)	13.35	9.90	13.43
Maintenance & powerplant (men)			
Carpenters	12.45	10.19(a)	NA
Electricians	12.35	11.85	10.79
Engineers, stationary	12.65	10.73	10.33
Machinists	11.70	9.33	11.06
Mechanics (machinery)	10.80	10.19	9.61
Tool & die makers	11.48	NA	11.06
Custodial & material movement (men)			
Guards	10.11	7.98	6.43
Janitors, porters & cleaners	8.58	6.62	7.09
Laborers, mat'l hdlg	6.38	5.85	7.31
Ship & receive clerks	8.53	7.76(c)	7.98
Truckdrivers	11.99	8.37	7.33
Forklift operators	8.30	8.97	8.23

(a) Mfg. & nonmfg. combined
(c) Men & women combined
(d) Drafters — no class distinction

THE PEP BOYS/PROFICIENT FOOD COMPANY, INC/METROPOLITAN CIRCUITS/DATA DOCUMENTS/SEALY MATTRESS CO./PDMAGNETICS ENGARDE/ALSCO ANACONDA/PANDROL, INC./HERITAGE BAG/SOHIO TRAVENOL LABORATORIES/VSA/MID ATLANTIC/HYDRO-LINE MFG. CO./KIMBALL INTERNATIONAL AMUSEMENT EMPORIUM CO./ SOUTHCO MFG. CO./BOEING COMPUTER SERVICES/ABBOTT LABS/BETTER HOME DELIVERIES/BADISCHE CORP./MITSUBISHI MOTOR SALES/CUMBERLAND FARMS/TEXSTAR AUTOMOTIVE DIST., INC./LALEVEE/S.G.S. CONTROLS/CENTER SQUARE R.E. DEVELOPERS /BIOCHEMICAL SCIENCES, INC./ALLIED LEASING/GENIE SERVICES/R & S DISTRIBUTORS, INC./A.H. THOMAS CO./EMORY HILL AND MCCONNELL/TODD INDUSTRIES/ MORMON STOREHOUSE/PDMAGNETICS/PUREFLEX ASSOCIATES/YAMAHA MOTOR CO./ MATHESON GAS/ ACCRA-LAB, INC. /WESTINGHOUSE INSTRUMENT SALES/JAFRA COSMETICS, INC./TCM AMERICA (MITSUI)/ ROCKY CYCLE CO., INC./UNARCO/ROHN/BORDEN CHEMICAL/ANCHOR SALESCORP./JEWELTCOMPANIES/WORLDWIDE FLOWER EXPRESS/VWR SCIENTIFIC/BINGHAM/WILLAMETTE/JEWEL T COMPANIES/HARPER PACKING/ HILL PROPERTIES/MERCEDES-BENZ/FREIGHTLINER/PURELAND SALES OFFICE/OMEGA/THE PEP BOYS/PROFICIENT FOOD COMPANY, INC./ METROPOLITAN CIRCUITS/DATA DOCUMENTS/SEALY MATTRESS CO./ PDMAGNETICS/ENGARDE/ALSCO ANACONDA/PANDROL, INC./HERITAGE BAG/SOHIO TRAVENOL LABORATORIES/VSA/MID ATLANTIC/HYDRO-LINE MFG. CO./KIMBALL INTERNATIONAL AMUSEMENT EMPORIUM CO./ SOUTHCO MFG. CO./ BOEING COMPUTER SERVICES/ABBOTT LABS/JEWEL T COMPANIES/BINGHAM/WILLAMETTE/YAMAHA MOTOR CO./OMEGA/
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Machinery, except electrical—**SIC 35**	61.7	41.3	9.71
Electrical & electronic equip.—**SIC 36**	89.1	. . . .	. . . .
Transportation equipment—**SIC 37**	14.3	41.7	12.09
Instruments & related prods.—**SIC 38**	34.6	40.9	9.51
Food & kindred products—**SIC 20**	47.6	40.8	9.75
Textile mill products—**SIC 22**	15.5	42.8	7.12
Apparel & other textile prods.—**SIC 23**	50.5	33.9	6.08
Paper & allied products—**SIC 26**	31.2	43.0	9.30
Printing & publishing—**SIC 27**	57.6	39.4	9.16
Chemicals & allied products—**SIC 28**	119.8	42.3	10.66
Rubber & misc. plastics prods.—**SIC 30**	36.2	41.2	7.54

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (N) = Newark, (L) = New York (La Guardia).

Atlantic City 6, 7, 21, 24, 29
Bayonne 1 (N)
Belleville 1 (N)
Bergenfield 1 (L)
Bloomfield 1 (N)
Bridgewater Twp. (N)
Camden 1 (Phila., PA)
Cherry Hill Twp. (Phila., PA)
Clifton 1 (N)
Dover 1 (N)
East Brunswick Twp. 1 (N)
East Orange Twp. 1 (N)
Edison Twp. 1 (N)
Elizabeth 1 (N)
Ewing Twp. (Trenton)
Fair Lawn 1 (L)
Fort Lee (L)
Franklin 1, 3 (N)
Garfield 1 (N)
Gloucester Twp. 1 (Phila., PA)
Hackensack 1, 3 (L)
Hamilton Twp. (Trenton)
Hoboken 1 (N)
Irvington 1 (N)
Jersey City 1 (N)
Kearny 1 (N)
Lakewood Twp. 1 (Trenton)
Linden 1 (N)
Livingston Twp. (N)
Long Branch 1 (N)
Middletown Twp. 1 (N)
Montclair 1 (N)
New Brunswick 1 (N)
Newark 1, 2, 4-6, 8-20, 22, 23, 25-28, 30-36
North Bergen Twp. 1, 3 (N)
Nutley 1 (N)
Old Bridge Twp. 1 (N)
Orange 1 (N)
Passaic 1, 3 (N)
Paterson 1, 3 (N)
Perth Amboy 1 (N)
Plainfield 1 (N)
Rahway 1 (N)
Ridgewood 1 (L)
Sayreville (N)
Teaneck Twp. 1 (L)
Trenton 1, 6, 13, 33

Circle 7 on Brochure Service Card

Union City 1 (L)
Union Twp. 1 (N)
Vineland 1 (Atlantic City)
Washington Twp. 1 (Allentown, PA)
Wayne Twp. 3 (N)
Westfield 1 (N)
Woodbridge Twp. 1 (N)

Railroads

1. Conrail
2. Delaware & Hudson Railway Co.
3. New York, Susquehanna & Western

Airlines

4. Air One
5. Air Virginia
6. Allegheny Commuter
7. Americair
8. American
9. Best Airlines
10. Braniff
11. Brockway Air
12. Continental
13. Delta
14. Eastern
15. Empire
16. Holiday Airlines
17. Jetstream Int'l
18. Mall Airways
19. Midway Metrolink
20. Midwest Express
21. Newair
22. New York Air
23. New York Helicopter
24. North American
25. Northwest
26. Pan Am
27. People Express
28. Piedmont
29. Southern Jersey
30. Susquehanna Airlines
31. Tower Air
32. TWA
33. United
34. USAir
35. Virgin Atlantic Airways
36. World Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Atlantic City — 1e, 6g
Bayonne — 5eg
Belleville — 5eg
Bergenfield — 5eg
Bloomfield — 5eg
Brick Twp. — 3e, 4g
Bridgewater Twp. — 5eg
Camden — 5eg
Cherry Hill Twp. — 5eg, 6g
Clifton — 5eg
Dover Twp — 3e, 4g
East Brunswick Twp. — 5eg
East Orange — 5eg
Edison Twp. — 5eg, 2g
Elizabeth — 5e, 2g
Ewing Twp. — 5eg
Fair Lawn — 5eg
Fort Lee — 5eg
Franklin — 3e, 5g
Garfield — 5eg
Gloucester Twp. — 5e, 6g
Hackensack — 5eg
Hamilton Twp. — 5e, 6g
Hoboken — 5eg
Howell Twp. — 3e, 4g
Irvington — 5eg
Jackson Twp. — 3e, 4g
Jersey City — 5eg
Kearny — 5eg
Lakewood Twp. — 3e, 4g
Linden — 5e, 2g
Livingston Twp. — 3e, 5g
Long Branch — 3e, 4g
Manchester Twp. — 3e, 4g
Middletown Twp. — 3e, 4g
Montclair — 5eg
Neptune Twp. — 3e, 4g
Newark — 5eg
New Brunswick — 5eg
North Bergen Twp. — 5eg
Nutley — 5eg
Old Bridge — 3e, 4g, 5g
Orange — 5eg
Paramus — 5eg
Parsippany-Troy Hills Twp. — 3e, 4g, 5g
Passaic City — 5eg
Paterson — 5eg
Pemberton Twp. — 3e, 5eg
Pennsauken Twp. — 5eg
Perth Amboy — 5e, 2g
Piscataway Twp. — 5eg
Plainfield — 5eg
Rahway — 5e, 2g
Ridgewood — 5eg
Sayreville — 3e, 5g
Teaneck Twp. — 5eg
Trenton — 5eg
Union City — 5eg
Union Twp. — 5e, 2g
Vineland — 1e, 7e, 6g
Washington Twp. — 1e, 4g, 5e, 6g

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NEW JERSEY

Wayne Twp. — 3e, 5g
West New York — 5eg
West Orange — 5eg
Westfield — 5e, 2g
Willingboro Twp. — 5eg
Woodbridge Twp. — 5e, 2g

1. Atlantic City Electric Co.
   1199 Black Horse Pike, Box 1264
   Pleasantville 08232
2. Elizabethtown Gas Co.
   1 Elizabethtown Pl., Elizabeth 07207
3. Jersey Central Power & Lt. Co.
   Madison Ave. at Punch Bowl Rd.
   Morristown 07960
4. New Jersey Natural Gas Co.
   1415 Wyckoff Rd., Wall 07719
5. Public Service Elec. and Gas Co.
   80 Park Plaza, P.O. Box 570, Newark
   07101
6. South Jersey Gas Co.
   1 S. Jersey Pl., Rte. 54
   Folsom 08037
7. Vineland Electric Utility
   City Hall, 7th & Wood Sts., Vineland
   08360

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	113	968
Gem stones	NA	1
Peat	24	W
Sand & gravel:		
Construction	10,800	34,300
Industrial	2,100	27,800
Stone (crushed)	12,700	68,000
Zinc — metric tons (recov. cont. of ores, etc.)	16,210	15,010
Combined value of greensand marl, magnesium compounds, peat, stone (dimension), and titanium concentrate (ilmenite)		3,051
Grand Total New Jersey 1983		**149,130**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F		Degree Days	
	Jan	Jul	Heating	Cooling
Atlantic City	32	74	5086	792
Jersey City	31	75	5285	854
Long Branch	32	74	5158	770
Newark	31	77	4972	1091
New Brunswick	30	75	5239	832
Plainfield	30	75	5253	863
Trenton	32	76	4950	983

ENVIRONMENT CONTROLS:

Air Pollution

Bureau of Air Pollution Control, CN 027, Trenton, 08625, 609/292-6704

Water Pollution

State Dept. of Environ. Protection, Div. of Water Resources, Water Quality Management Element, CN 029, Trenton, 08625, 609/292-2203

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Ferrara, Ben, Dir.
Div. of Econ. Dev.
N.J. Dept. of Comm. & Econ. Dev.
CN 823, Trenton, 08625
609/292-7757

Hughes, James, Exec. Dir.
N.J. Econ. Dev. Auth.
Capitol Place One, CN 990
Trenton, 08625
609/292-1800

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

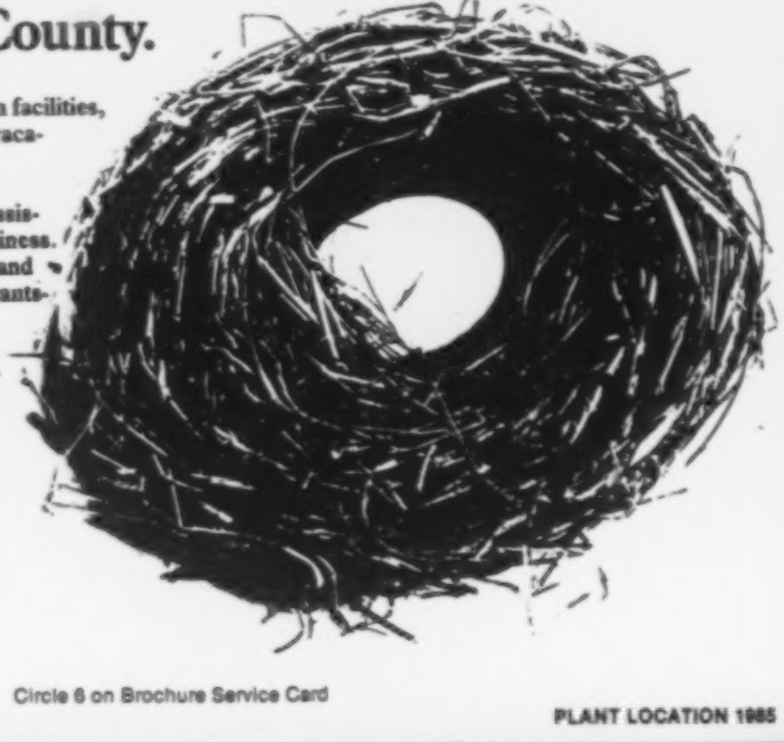
Bridgeton

Rowan, Philip P.
Comm. & Econ. Dev. Dir.
City of Bridgeton
City Hall Annex, 08302
609/455-3230 Ext. 216

Snyder, William A., C.I.D.
Econ. Dev. Asst. Dir.
Cumberland Cty. Plng. & Dev. Dept.
Admin. Bldg.
800 E. Commerce St., 08302
609/451-8000

Bridgeport

Walters, Charles J., V.P.
Pureland Ind. Complex
603 Heron Dr., 08014
609/467-2333



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Freehold, NJ 07728

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Freehold
Shaffery, Paul J., Econ. Dev. Dept. Dir.
County of Monmouth
Hall of Records Annex
P.O. Box 1255, 07728-1255
201/431-7470

Hamilton
Papero, P. V., Econ. Dev. Coord.
2090 Greenwood Ave.
CN 00150, 08650
609/890-3683

Lakewood
Young, Robert A., Ind. Dev. Dir.
Lakewood Ind. Cmsn.
231 3rd St., 08701
201/364-2500

Newark
Cox, Arthur M., Jr., Sec'y & P.R. Dir.
N.J. State Chamber of Commerce
5 Commerce St., 07102
201/623-7070
Maddocks, John H., Area Dev. Gen. Mgr.
Public Service Electric & Gas Co.
80 Park Pl. T-10-C
P.O. Box 570, 07101
201/430-7589

Rio Grande
Childs, A. H., Exec. Dir.
Cape May Econ. Dev. Cmsn.
Terminal Bldg.
Cape May Cty. Airport, 08242
609/886-1755

Somerset
Varga, Julius A., Econ. Dev. Dir.
Franklin Twp.
475 DeMott Ln., 08873
201/873-2500 Ext. 281

Somerville
Williams, Richard E., Econ. Dev. Dir.
Somerset Cty.
P.O. Box 3000
Cty. Admin. Bldg., 08876
201/231-7129

West Orange
Shaw, Everett R., Exec. Dir.
Essex Cty. Econ. Dev. Corp.
443 Northfield Ave., 07052
201/731-2772

ALBANY
NEW YORK

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Job Development Authority
- Urban Development Corporation
- Business Development Corporation
- Industrial Development Agency

Tax rates:
Corporate income tax 10%
Personal income tax:
on earned income 2%-10%
on unearned income 2%-14%
Sales tax .... varies locally 4 to 8¼ %
Equipment & machinery tax .... none
Incorporation fee .... varies
Gasoline tax .... $.08/gal. + sales tax

Advanced education facilities:
Four-year colleges & universities 160
Two-year or junior colleges 91
Secondary & post-secondary institutions offering vocational training 1,100

Labor analysis:
High school graduates 216,082
(June 1983, public & private)
Nonagri. wage & salary employees in unions 38.7%

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	Thousands	
NEW YORK	17,557.3	17,740.7
Albany	101.7	101.8
Amherst	108.7	NA
Auburn	32.5	NA
Babylon	203.5	NA
Binghamton	55.9	54.7
Brighton	35.8	NA
Brookhaven	364.8	NA
Buffalo	357.9	341.4
Carmel	27.9	NA
Cheektowaga	109.4	NA
Clarkstown	77.1	NA
Clay	52.8	NA
Colonie	74.6	NA
Cortlandt	35.7	NA
De Witt	26.9	NA
Eastchester	32.6	NA
Elmira	35.3	34.8
Freeport	38.3	NA
Gates	29.8	NA
Glenville	28.5	NA
Greece	81.4	NA
Greenburgh	82.9	NA
Guilderland	26.5	NA
Hamburg	53.3	NA
Haverstraw	31.9	NA
Hempstead	40.4	40.3
Hempstead Town	738.5	NA
Henrietta	36.1	NA
Huntington	201.5	NA
Irondequoit	57.6	NA
Islip	298.9	NA
Ithaca	28.7	NA
Jamestown	35.8	NA
Lancaster	30.1	NA
Lindenhurst	26.9	NA
Long Beach	34.1	NA
Mamaroneck	29.0	NA
Manlius	28.5	NA
Mount Pleasant	39.3	NA
Mount Vernon	66.7	65.9
New Rochelle	70.8	70.6
New York City	7,071.0	7,012.2
Niagara Falls	71.4	69.2
North Hempstead	218.6	NA
North Tonawanda	35.8	NA
Orangetown	48.6	NA
Ossining	30.7	NA
Oyster Bay	305.8	NA
Penfield	27.2	NA
Perinton	41.8	NA
Pittsford	26.7	NA
Poughkeepsie	29.8	30.2
Poughkeepsie Town	39.5	NA
Ramapo	89.1	NA
Rochester	241.7	238.4
Rockville Centre	25.4	NA
Rome	43.8	43.6
Rotterdam	29.5	NA

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NEW YORK

Rye	38.9	NA
Salina	37.4	NA
Schenectady	68.0	67.1
Smithtown	116.7	NA
Southhampton	42.8	NA
Syracuse	170.1	169.0
Tonawanda Town	91.3	NA
Troy	56.6	56.0
Union	61.2	NA
Utica—	75.6	73.7
Valley Stream	35.8	NA
Vestal	27.2	NA
Wappinger	26.8	NA
Watertown	27.9	NA
Webster	28.9	NA
West Seneca	51.2	NA
White Plains	47.0	46.8
Yonkers	195.4	195.0
Yorktown	32.0	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Albany—Schenectady—Troy	795.0	861.9
Binghamton, NY/PA	301.3	266.6
Buffalo	1,242.6	993.5
Elmira	97.7	98.2
Glen Falls	109.6	114.5
Nassau—Suffolk	2,605.8	2,665.9
New York, NY/NJ	9,119.7	8,241.8
Niagara Falls	NA	228.2
*Orange County	259.6	277.7
Poughkeepsie	245.1	259.0
Rochester	971.9	995.9
Syracuse	642.4	658.4
Utica—Rome	320.2	320.3

*SMSA renamed in federal government's latest revisions.

NA = not available

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW YORK	1,33.2	39.9	9.24
Albany—Schenectady—Troy	50.9	41.0	9.64
Binghamton	42.3	41.0	8.18
Buffalo	102.4	41.4	11.56
Elmira	8.1	39.8	8.92
Monroe County	126.9	43.2	11.96
Nassau—Suffolk	172.3	40.5	9.14
New York—Northeastern New Jersey	1,228.6*	39.3*	8.89*
New York & Nassau—Suffolk	697.9	38.1	8.60
New York SMSA	525.6	37.3	8.40
New York City	441.3	36.9	8.31
Poughkeepsie	34.7	43.9	8.55
Rochester	148.5	42.6	11.02
Rockland County	15.7	40.5	9.49
Syracuse	57.9	40.2	10.49
Utica—Rome	28.5	40.4	8.36
Westchester County	67.3	40.3	8.80

*August 1984 figures

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW YORK	8,014.0	536.0	6.7
Albany—Schenectady—Troy	381.7	19.1	5.0
Binghamton	142.4	7.6	5.4
Buffalo	516.8	41.9	8.1
Elmira	36.9	2.9	7.9
Nassau—Suffolk	1,415.8	69.9	4.9
New York	3,598.2	286.7	8.0
New York City	2,989.0	261.0	8.8
Poughkeepsie	117.8	4.5	3.8
Rochester	469.3	23.4	5.0
Syracuse	305.1	16.0	5.2
Utica—Rome	136.0	7.8	5.7

*Preliminary figures

State Employment Security Agency

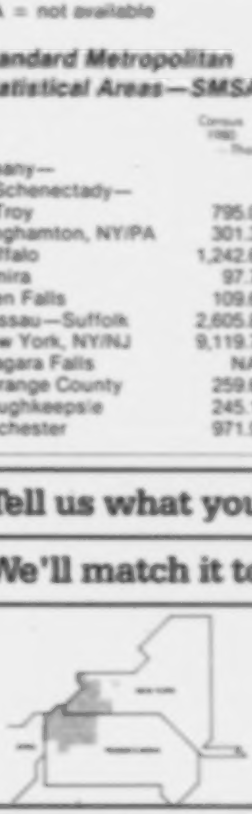
For additional labor market information: Bureau of Labor Market Information, Dept. of Labor, Bldg. 12, State Campus, Albany, 12240, 518/457-3800

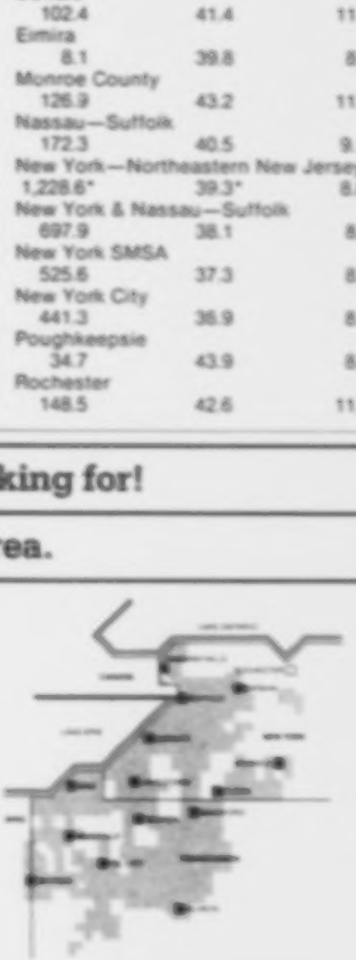
Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	7,285.3	. . . .	. . . .
MANUFACTURING	1,299.3	39.3	8.84
Primary metal industries—SIC 33	35.4	40.6	11.50
Fabricated metal products—SIC 34	69.4	40.3	8.83
Machinery, except electrical—SIC 35	152.2	40.4	10.19
Electric & electronic equip.—SIC 36	151.9	40.8	8.49
Transportation equipment—SIC 37	62.7	42.0	12.20
Instruments & related prods.—SIC 38	126.8	40.8	10.30
Food & kindred products—SIC 20	82.9	41.3	8.67
Textile mill products—SIC 22	29.6	39.3	6.08
Apparel & other textile prods.—SIC 23	145.8	34.4	6.25
Paper & allied products—SIC 26	45.0	41.9	8.45
Printing & publishing—SIC 27	154.8	37.4	11.00
Chemicals & allied prods.—SIC 28	64.6	41.5	10.12
Rubber & misc. plastics prods.—SIC 30	29.7	40.2	7.57

Tell us what you're looking for!

We'll match it to our area.





You can't beat our system.

We can act as matchmakers for you. National Fuel's service area covers parts of three states and within it is everything an expanding company could want or need.

We know where to go to get what you want, to whom you should talk and how to get you moving. We know because we live here. Call or write—in confidence—Clarence "Buzz" Stafford, Manager, Area Development, National Fuel, 10 Lafayette Square, Buffalo, NY 14203. (716) 855-7983.

National Fuel

Circle 12 on Brochure Service Card

Rochester is an oasis for thirsty businesses.

You'll find the water your business needs in Rochester, New York.

We're in the heart of one of the most water-rich regions in the nation. Our section of New York State includes Lake Ontario, the Genesee River, the Barge Canal, the famous Finger Lakes and dozens of smaller lakes, rivers and streams.

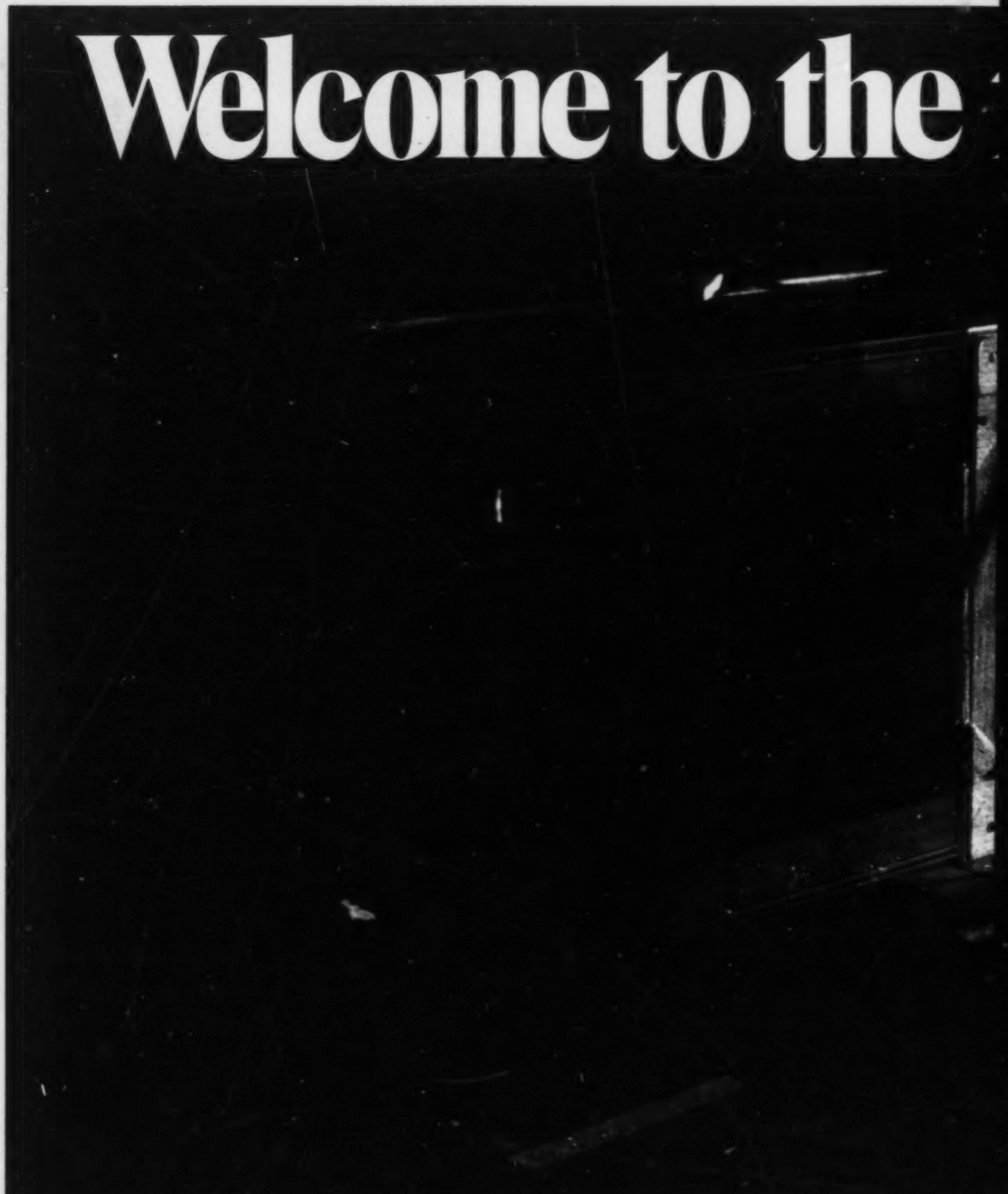
We have a complete network of mains to bring you a plentiful supply of clean, clear water—today and in the future. And excellent sewage systems that are easily accessible.

But Rochester has more than a bountiful water supply. We have a superb workforce. Tax incentives. An abundance of available sites. And much more.

Find out why Kodak, Xerox, Sybron and many more companies call Rochester home—and why you'll like it here, too. Write Jack Clawson, Director of Area Development, Rochester Gas & Electric, 89 East Avenue, Rochester, New York 14649. Or call collect (716) 546-2700, ext. 4975. RGE

Circle 15 on Brochure Service Card

Welcome to the



ast lane.
USH

Move your plant to where distribution's a breeze...and energy costs less.

It's one thing to manufacture your goods.

And that's easily done in Niagara Mohawk's 24,000-square-mile service territory which is completely within New York State.

We've got the labor and low-cost energy you need to produce practically anything.

It's another thing to move your goods.

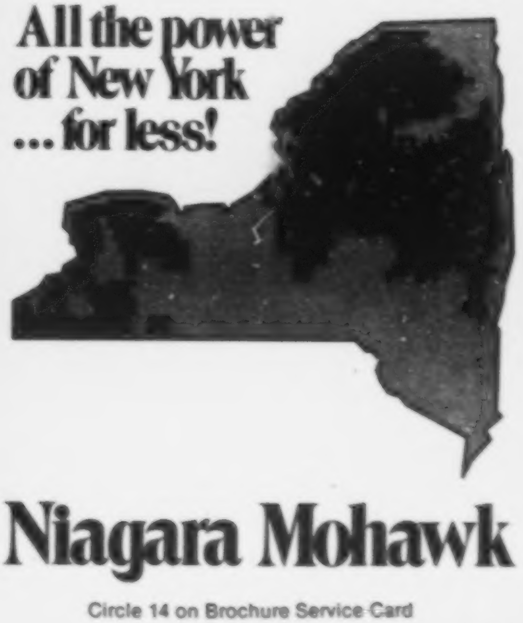
And things go faster here.

We've got the waterways, railways, roadways and airways you need to reach America's richest market—the northeast.

If you want better distribution, get into a much faster lane.

Write Edward J. Kearney Jr., our Economic Development Director, at Niagara Mohawk Power Corporation, 300 Erie Blvd. W., Syracuse, New York 13202. Or call 315-428-6008.

We'll help you move.



Niagara Mohawk

Circle 14 on Brochure Service Card

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Albany Schenectady Troy 9/84	Buffalo 10/82	New York NY/NJ 5/84	Nassau-Suffolk 8/84	Poughkeepsie Kingston Newburgh 9/84
Office, professional & technical					
Clerks, payroll	8.60	7.65	8.37	7.09	6.86(a)
Secretaries	9.51	8.18	10.19	9.16	8.33(b)
Stenographers	9.45*	7.50	8.48*	NA	NA
Switchbd opr-receptionists	5.83	6.32	6.50	5.87	6.25
Drafters V	12.80*	11.68	11.46*	12.98	NA
Electronic technicians	11.75	NA	9.53*	8.73	NA
Computer operators	9.49	9.66	9.60	8.32	7.66(b)
Computer programmers (business)	12.10	9.74	14.36	12.80	NA
Maintenance & powerplant (men)					
Carpenters	NA	11.68	10.98	11.66(a)	NA
Electricians	11.44	12.81	13.32	12.90	10.53(c)
Engineers, stationary	11.28	11.82	15.94*	13.45(a)	NA
Machinists	11.63	11.52	13.01	13.10	11.22(c)
Mechanics (machinery)	10.46	12.81	12.28	10.16	8.61(a)(c)
Tool & die makers	12.39(a)	12.38	11.84	11.93	10.43(c)
Custodial & material movement (men)					
Guards	8.28	9.75	9.15	8.02*	6.50
Janitors, porters & cleaners	8.69(c)	8.24	7.12	6.71	5.39
Laborers, material handling	8.16	9.22	7.27	7.06	5.32(c)
Shipping & receiving clerks	8.14	8.70	9.58	6.68	6.58
Truckdrivers	9.57	11.36	12.05	12.60	11.45(b)
Forklift operators	8.54	10.02	9.07	9.30	7.70

* Computed from available statistics
(a) Mfg. & nonmfg.
(b) Nonmfg.
(c) Men & women

TRANSPORTATON:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (N) = New York (Kennedy, La Guardia & Newark airports).

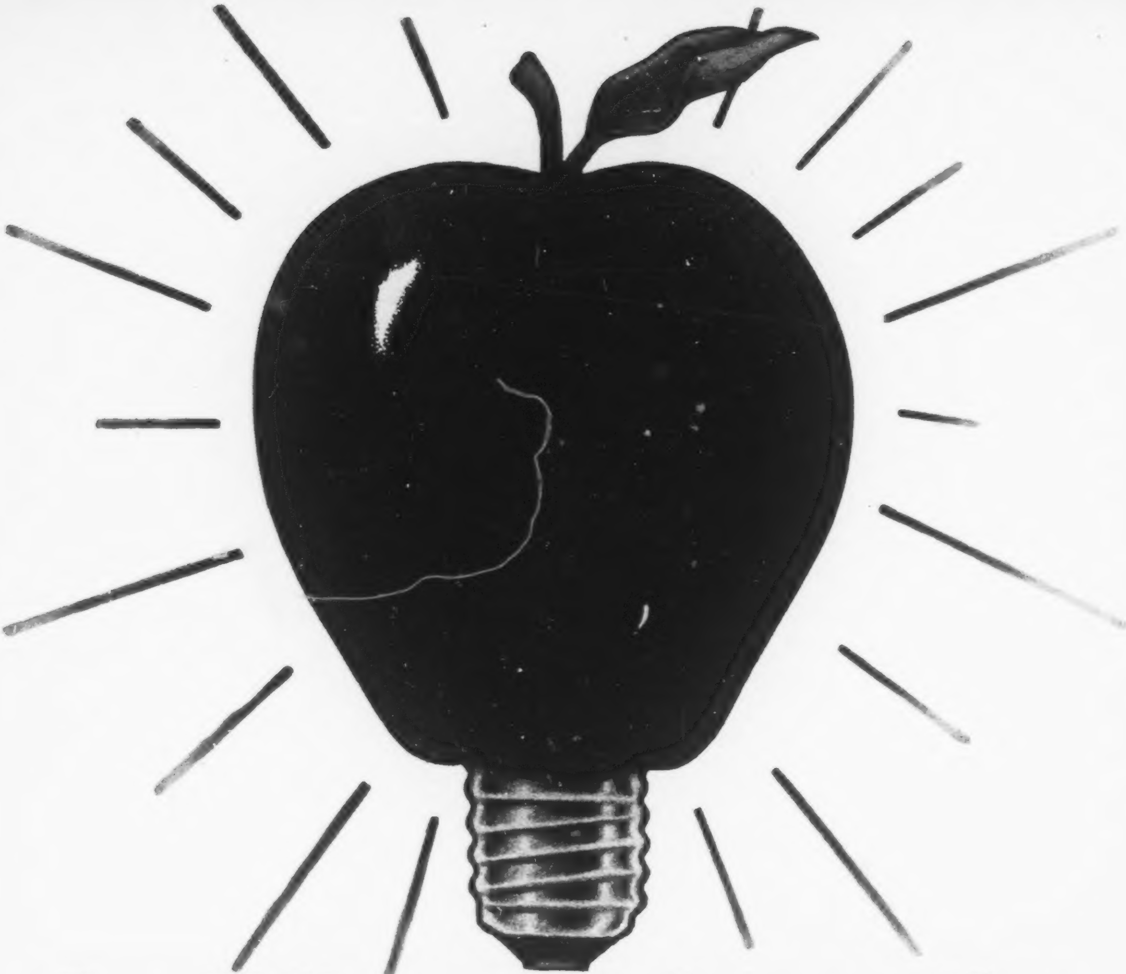
Albany 3, 4, 25, 29, 33, 40, 43, 46, 49, 62, 64, 80-82, 97, 98
Amherst Town (Buffalo)
Auburn 3 (Syracuse)
Babylon Town 5 (Islip)
Binghamton 3, 4, 6, 20, 24, 33, 39, 49, 89, 98
Brighton Town 3 (Rochester)
Buffalo 2-4, 7, 8, 18, 24, 25, 30, 46, 49, 64, 78, 79, 84, 97, 98
Carmel (Poughkeepsie)
Cheektowaga Town 3 (Buffalo)
Clay Town 3
Colonie Town 3 (Albany)
Cortland Town 3 (Ithaca)
DeWitt Town 3 (Syracuse)
Eastchester Town (N)
Elmira 3, 33, 49, 98
Freeport 5 (N)
Gates Town (Rochester)
Greece Town 3 (Rochester)
Guilderland 1, 2 (Albany)
Hamburg Town (Buffalo)
Haverstraw Town 3 (White Plains)
Hempstead 5 (N)
Huntington Town 5 (Islip, N)
Irondequoit Town (Rochester)
Islip Town 5, 24, 25, 43, 49, 67, 69, 73, 79, 81, 97, 98
Ithaca 3, 33, 49, 78, 98
Jamestown 3, 24
Lancaster Town 3 (Buffalo)
Lindenhurst 5 (Islip)
Long Beach 5 (N)
Mamaroneck Town 3 (White Plains)
Manlius Town 3 (Syracuse)
Mount Vernon 3 (White Plains)
New Rochelle 3 (White Plains)
New York 2, 3, 5, 9-17, 19, 21-38, 40-92, 94-103, 105
Niagara Falls 3, 4 (Buffalo)
North Tonawanda 3, 4 (Buffalo)
Ossining Town 3 (White Plains)
Oyster Bay Town 5 (N)
Pittsford 3 (Rochester)
Poughkeepsie 20, 33, 39, 40
Rochester 2, 3, 25, 74, 76, 84
Rockville Centre 5 (N)
Rome 3 (Utica)
Rotterdam Town 1, 3 (Albany)
Rye Town 3 (White Plains)
Salina Town 3
Schenectady 3, 4 (Albany)
Smithtown Town 5 (Islip)
Southampton Town 5 (Islip)
Syracuse 3, 25, 33, 46, 49, 64, 78, 79, 93, 96-98, 104
Tonawanda Town 3 (Buffalo)
Troy 3, 4 (Albany)
Utica 3, 6, 49, 78
Valley Stream 5 (N)
Vestal Town 3 (Binghamton)
Wappinger (Poughkeepsie)
Watertown 3, 33
Webster (Rochester)
West Seneca Town (Buffalo)
White Plains 3, 27, 33, 40, 49, 97
Yonkers 3 (White Plains)
Yorktown Town (White Plains)

Railroads

1. Boston & Maine Corp.
2. Chessie System Railroads
3. Conrail
4. Delaware & Hudson Railway Co.
5. Long Island Railroad
6. New York, Susquehanna & Western
7. Norfolk Southern Corp.
8. Pittsburgh & Lake Erie Co.

Airlines

9. Aer Lingus
10. Aero Argentinas
11. Aeromexico
12. Air Afrique
13. Air Atlanta
14. Air Canada
15. Air France
16. Air India
17. Air Jamaica
18. Air Niagara
19. Air One
20. Air Vectors Airways
21. Air Virginia
22. Alia
23. Alitalia
24. Allegheny Commuter
25. American
26. Arrow Air
27. Atlantic Air
28. Avianca
29. Bar Harbor Airlines
30. Best Airlines
31. Braniff
32. British Airways
33. Brockway Air
34. BWIA Int'l
35. CAAC



Con Edison now lowers the cost of apple power

Announcing 3 new ways to promote business, jobs and economic growth through reduced electric rates

Con Edison has a new program to encourage commercial and industrial development in the Big Apple and its Golden Apple neighbor to the north, Westchester County. We call it PROJECT APPLESEED. And for good reason! It offers three ways to help your business grow.

A RATE FOR SPECIAL AREAS

A Con Edison first. We were proud to be the nation's first utility to offer reduced electric rates for economic development. Three years ago we introduced a program of reduced rates to help revitalize 8 areas of the South Bronx and Brooklyn where Con Edison's electric distribution facilities are underutilized. Now, we've extended the program to cover 10 more sections of New York City. If you start, relocate or expand your business in one of these areas, you can get reductions of up to 25% on electricity. So far, the program has benefited more than 2,000 businesses and has helped create about 12,000 new jobs.

A RATE FOR VACANT BUILDINGS

All new from Con Edison. If you move into a vacant building anywhere in our service area, and the building's total monthly electric demand is 25 kilowatts or more, you could receive for five years a 30% reduction in the demand charge component of your electric bill. This could save up to 12% on the total bill while your business grows. And this would be in addition to the real estate tax relief you would receive from local governments.

A RATE FOR NEW BUILDINGS

This new program could be right for you if you move into a new building. With similar real estate tax relief and similar reductions in electric rates, you could receive reductions of 25% in the demand charge, which could mean a reduction of up to 10% in your total electric bill.

PROJECT APPLESEED – three new ways Con Edison can help your business grow. To find out more about the program, call John Manak, Manager of Area Development, at (212) 460-4153. Or write to him at: Con Edison, Area Development, 4 Irving Place, New York, N.Y. 10003.

Con Edison PROJECT APPLESEED

What a way to grow!

Circle 10 on Brochure Service Card

36. Capitol Air
37. Catskill Airways
38. China Airlines
39. Colgan Airways
40. Command Airways
41. Continental
42. Czechoslovak Airlines
43. Delta
44. Dominicana
45. East Hampton Aire
46. Eastern
47. Ecuatoriana
48. El Al
49. Empire
50. Finnair
51. Frontier Horizon
52. Guyana Airways
53. Holiday Airlines
54. Iberia
55. Icelandair
56. Japan Airlines
57. Jetstream Int'l
58. KLM
59. Korean Airlines
60. Kuwait Airways
61. Lan Chile
62. Long Island Airlines
63. Lufthansa
64. Mall Airways
65. Middle East Airlines
66. Midwest Express
67. National Air
68. New York Air
69. New York Helicopter
70. Newair
71. Nigeria Airways
72. North American
73. Northeastern Int'l
74. Northwest
75. Olympic
76. Ozark
77. Pakistan Int'l
78. Pan American
79. People Express
80. Piedmont
81. Pilgrim Airlines
82. Precision Airlines
83. Provincetown-Boston
84. Republic
85. Sabena
86. SAS
87. Saudi Arabian Airlines
88. South African Airways
89. Susquehanna Airlines
90. Swissair
91. TAP Air Portugal
92. Tarom
93. Torontair
94. Tower Air
95. TransAmerica
96. TWA
97. United
98. USAir
99. Varig
100. Viasa
101. Virgin Atlantic Airways
102. Western Airlines
103. World Airways
104. Wright Airlines
105. Yugoslav Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albany — 11eg
Amherst Town — 11e
Auburn — 10eg
Babylon Town — 8eg
Binghamton — 10e, 3g
Brighton Town — 11e, 13eg
Brookhaven Town — 8eg
Buffalo — 11e, 9g
Carmel — 10e
Cheektowaga Town — 10e, 11e
Clarkstown Town — 12eg
Clay Town — 11e
Colonie Town — 11e
Cortlandt City — 11e, 10g
DeWitt Town — 11e, 15g
Eastchester Town — 4eg
Elmira — 10eg, 5g
Freeport — 6e
Gates Town — 13eg
Glenville Town — 11e
Greece Town — 13eg
Guilderland — 11e
Hamburg Town — 10e, 11e, 9g
Haverstraw Town — 12eg
Hempstead — 8eg
Hempstead Town — 8eg
Henrietta Town — 11e, 13eg
Huntington Town — 8eg
Irondequoit Town — 13eg
Islip Town — 8eg
Ithaca — 10eg
Jamestown — 7e, 11e, 9g
Lancaster Town — 10e, 9g
Long Beach — 8eg
Mamaroneck Town — 4eg
Manlius Town — 11e
Mount Vernon — 4eg
New Rochelle — 4eg
New York — 4eg, 8eg, 1g
Niagara Falls — 11e, 9g
North Tonawanda — 11e
Orangetown Town — 12eg
Ossining Town — 4eg
Oyster Bay Town — 8eg
Penfield — 13eg
Perinton Town — 13eg
Pittsford Town — 13eg
Poughkeepsie — 2eg
Poughkeepsie Town — 2eg
Ramapo Town — 12eg
Rochester — 2e, 13eg
Rockville Centre — 14e
Rome — 11eg
Rotterdam Town — 11e
Rye Town — 4eg
Salina Town — 11e
Schenectady — 11eg
Smithtown Town — 8eg
Southampton Town — 8eg
Syracuse — 11eg
Tonawanda Town — 11e, 9g
Troy — 11eg
Union Town — 10e, 3g
Utica — 11eg
Vestal Town — 2e, 3g
Wappinger — 8e
Watertown — 1eg
Webster — 10eg
West Seneca Town — 1e, 2e
White Plains — 9eg
Yonkers — 9eg
Yorktown Town — 2eg

1. Brooklyn Union Gas Co.
   195 Montague St., Brooklyn 11201
2. Central Hudson Gas & Elec. Corp.
   284 S Ave., Poughkeepsie 12601
3. Columbia Gas of New York, Inc.
   200 Civic Center Dr., Columbus, OH 43215
4. Consolidated Edison Co. of NY
   4 Irving Pl., New York 10003
5. Corning Natural Gas Corp.
   27 E. Denison Pkwy., Box 58,
   Corning 14830
6. Freeport Electric Dept.
   220 W. Sunrise Hwy., Freeport 11520
7. Jamestown Bd. of Public Utilities
   200 E. Third St., Box 700,
   Jamestown 14702
8. Long Island Lighting Co.
   250 Old Country Rd., Mineola 11501
9. National Fuel Gas Dist. Corp.
   10 Lafayette Sq., Buffalo 14203
10. NY State Elec. & Gas Corp.
    4500 Vestal Pkwy. E.
    Binghamton 13903
11. Niagara Mohawk Power Corp.
    300 Erie Blvd. W., Syracuse 13202
12. Orange and Rockland Utilities, Inc.
    One Blue Hill Pl., Pearl River 10965
13. Rochester Gas & Electric Corp.
    89 East Ave., Rochester 14649
14. Rockville Centre Electric Dept.
    Municipal Bldg., Rockville Centre
    11571
15. Syracuse Suburban Gas Co.
    207 N. Center St., E. Syracuse 13057

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. ball clay)	312	785
Gem stones	NA	30
Lead — metric tons (recov. cont. of ores, etc.)	W	W
Peat	W	W
Salt	5,048	102,735
Sand & gravel:		
Construction	19,000	53,600
Industrial	50	600
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	W	W
Stone:		
Crushed	32,300	125,800
Dimension	22	2,302
Zinc — metric tons (recov. cont. of ores, etc.)	W	W
Combined value of cement, clays (ball), emery, garnet (abrasive), gypsum, iron ore, lime, peat, talc, titanium concentrate (ilmenite), wollastonite, lead, silver, and zinc		222,918
Grand Total New York 1983		**508,770**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Albany	21	71	6927	494
Binghamton	21	69	7344	330
Buffalo	24	71	6798	476
Elmira	24	70	6927	411
Ithaca	22	69	7177	328
Lockport	24	71	6753	475
New York City	32	77	4868	1089
Poughkeepsie	24	72	6366	591
Rochester	24	71	6713	531
Syracuse	23	71	6787	506
Watertown	18	70	7480	424

ENVIRONMENT CONTROLS:

Air Pollution

Div. of Air, Dept. of Environ. Conservation, 50 Wolf Rd., Albany, 12233, 518/457-5618 (Bureau of Source Control)

Water Pollution

Div. of Water, Bureau of Wastewater Mgt., (same address as above), 518/458-5968

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

New York State Dept. of Comm.
One Commerce Plaza
Albany, 12245
518/474-4100

Auburn
Mital, Vijay K.
City Plng. & Econ. Dev. Dir.
City of Auburn
City Hall, South St., 13021
315/253-1276

Binghamton
Kay, Peter F., Exec. Dir.
Broome Cty. Ind. Dev. Agency
P.O. Box 1026, 13902
607/772-8212
Knowlton, Richard D., Jr., C.I.D.
Ind. Dev. Mgr.
N.Y. State Elec. & Gas Corp.
4500 Vestal Pkwy. E., 13903
607/729-2551

Buffalo
Hazard, Wayne D., Econ. Dev. V.P.
Area Chamber of Commerce
107 Delaware Ave., 14202
716/849-6682
Stafford, Clarence D., Area Dev. Mgr.
National Fuel
10 Lafayette Sq., 14203
716/855-7983

Central Islip
Gatta, George, Dir.
Islip Econ. Dev.
267 Carleton Ave., 11722
516/348-7676

Fairport
Egler, James T.
Consolidated Gas Trans. Corp.
580 Cross Keys Office Park 14450
716/223-5606

Hempstead
Heins, William F., C.I.D., Cmsr.
Town of Hempstead Ind. & Comm.
350 Front St., 11550
516/489-5000 Ext. 306

New York
Donovan, Dennis J., V.P.
Bus. Location Svcs.
Moran, Stahl & Boyer, Inc.
355 Lexington Ave., 10017
212/661-4878
Dormer, Robert T., Pres.
N.Y. Job Dev. Auth.
3 Park Ave., 34th Fl., 10016
212/578-4150
Levine, Ted M., Pres.
Dev. Counselors Int'l
733 Third Ave., 10017
212/687-1383
Luhmann, Thomas C., V.P.
Stone & Webster Mgt. Cons., Inc.
1 Penn Plaza, 250 W. 34th St., 10119
212/290-7110
Manak, John, Area Dev. Mgr.
Con Edison, Area Dev.
4 Irving Pl., 10003
212/460-4153

Oswego
Treadwell, L. Michael
Area Ind. Dir.
Operation Oswego Cty. Inc.
P.O. Box 4067, 13126
315/343-1545

Plattsburgh
Lapham, Francis A., Exec. Dir.
Clinton Cty. Area Dev. Corp.
Box 19, Gov't Center
137 Margaret St., 12901
518/561-8800 Ext. 264

Rochester
Clawson, John W., Area Dev. Dir.
Rochester Gas & Elec. Corp.
89 East Ave., 14649
716/546-2700 Ext. 4975
DeRitis, Joseph C., Admin. Dir.
Monroe Cty. Ind. Dev. Agency
183 E. Main St., Suite 929, 14604
716/232-1192
Swanton, James H., Sr. V.P.
Lincoln First Bank, N.A.
1 Lincoln First Sq., 4th Fl., 14643
716/258-5600

Syracuse
Kearney, Edward J., Jr.
Econ. Dev. Dir.
Niagara Mohawk Power Corp.
300 Erie Blvd. W., 13202
315/428-6008

NO SONG. NO DANCE.

NYSEG
Richard Knowlton
New York State Electric & Gas Corporation,
4500 Vestal Parkway East,
Binghamton, NY 13903
I want to learn more about the low cost of doing business in Upstate New York.

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COMPANY
ADDRESS
CITY
STATE/ZIP
COUNTRY
PHONE

Site location is serious business. The cost-free location service we offer is professional and confidential. Our no-nonsense approach includes a comprehensive inventory of 235 industrial sites. That's more than 10,000 acres and 90 available buildings spread across over 17,000 square miles of Upstate New York.

We'll point out low labor costs, area productivity, tax incentives and construction costs. In short, everything you need to make a business decision.

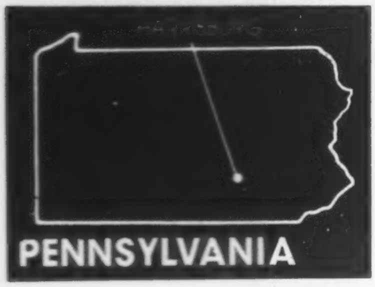
Best of all, we won't waste your time. Just ask for our Industrial and Business Cost Guides.

No promises. Just facts. To get them, fill out this coupon or call Richard Knowlton at (607) 729-2551 (Telex 932416).

1985 Business Cost
1985 Industrial Cost Guide

NYSEG
THE BUSINESS APPROACH TO SITE LOCATION

Circle 13 on Brochure Service Card



STATE INFORMATION:

Financial assistance to industry:

- Tax incentives, including a loss carryforward & property tax incentives
- Revenue bonds & mortgages for economic development & pollution control; $1.77 billion available for 1985
- Aid for job training
- Low-cost state financial participation — PIDA — interest rates as low as 4½%, depending on county unemployment level; PCLF loan fund for machinery, equipment, & working capital at low interest rates
- Site & community development funds

Tax rates:

- Corporate income tax ....9.5% allocated (subchapter S businesses pay 2.2%)
- No inventory tax
- Personal income tax ....Flat 2.35%
- Sales tax (manufacturers exemption applies) 6%
- Franchise & capital stock tax (mfg. & R&D exempt) .... 10 mills

Advanced education facilities:

- Post-secondary institutions ....211 including private colleges & universities 81

For information contact: Bureau of Economic Assistance, 717/787-1909; Bureau of Domestic & International Commerce, 717/787-6500

Source: **Pennsylvania Department of Commerce**

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
PENNSYLVANIA	11,866.7	11,916.6
Abington	59.1	58.8
Allentown	103.8	104.3
Altoona	57.1	56.0
Bensalem	52.4	56.0
Bethel Park	34.8	NA
Bethlehem	70.4	71.7
Bristol	58.7	60.4
Cheltenham	35.5	NA
Chester	45.8	43.1
Easton	26.0	25.4
Erie	119.1	118.9
Falls	36.1	NA
Harrisburg	53.3	51.0
Haverford	52.3	52.1
Hazleton	27.3	26.7
Hempfield	43.4	44.1
Johnstown	35.5	33.9
Lancaster	54.7	55.1
Lebanon	25.7	26.4
Lower Merion	59.7	59.4
Lower Paxton	34.8	NA
Manheim	26.0	NA
McCandless	26.3	NA
McKeesport	31.0	30.2
Middletown	34.2	NA
Millcreek	44.3	NA
Monroeville	31.0	NA
Mount Lebanon	34.4	NA
New Castle	33.6	NA
Norristown	34.7	35.6
Northampton	27.4	NA
North Huntingdon	31.5	NA
Penn Hills	57.6	56.6
Philadelphia	1,688.2	1,620.2
Pittsburgh	423.9	404.0
Plum	25.4	NA
Radnor	27.7	NA
Reading	78.7	78.1
Ridley	33.8	NA
Ross	35.1	NA
Scranton	88.1	85.6
Shaler	33.7	NA
Springfield	25.3	NA
State College	36.1	36.5
Upper Darby	84.1	81.3
Upper Moreland	25.9	NA
Warminster	35.5	NA
West Mifflin	26.3	NA
Wilkes-Barre	51.6	50.3
Williamsport	33.4	32.9
York	44.6	43.5

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
*Allentown—Bethlehem, PA/NJ	636.7	651.1
Altoona	136.6	136.9
Beaver County	NA	203.0
Binghamton, NY/PA	301.3	266.6
Erie	279.8	285.2
*Harrisburg—Lebanon—Carlisle	446.1	572.8
Johnstown	264.5	264.7
Lancaster	362.3	376.7
Philadelphia, PA/NJ	4,716.8	4,725.1
Pittsburgh	2,263.9	2,176.3
Reading	312.5	319.8
*Scranton—Wilkes-Barre	640.4	738.1
Sharon	128.3	128.4
State College	112.8	116.0
Williamsport	118.4	120.5
York	381.3	397.9

*SMSA renamed in federal government's latest revisions.

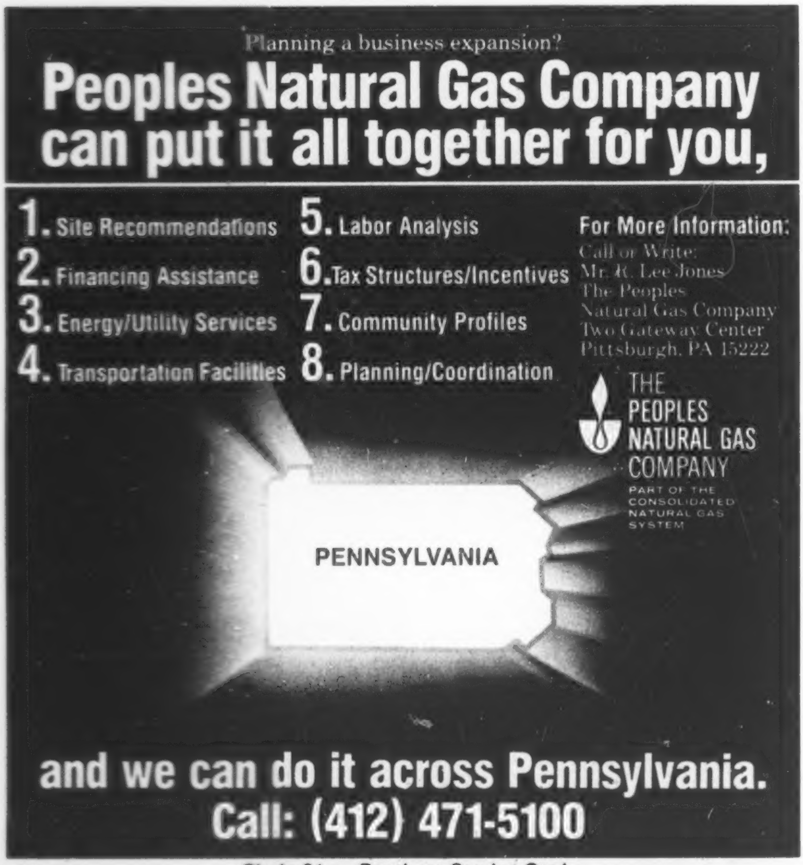
NA = not available

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

Employment Thousands	Weekly Hours	Hourly Earnings $
PENNSYLVANIA		
1,116.7	40.0	9.40
Allentown—Bethlehem—Easton		
88.8	39.6	10.07
Altoona		
11.4	38.9	8.21
Delaware Valley		
321.3	40.3	9.78
Erie		
35.9	42.4	10.08


Planning a business expansion?

Peoples Natural Gas Company can put it all together for you,

1. Site Recommendations
2. Financing Assistance
3. Energy/Utility Services
4. Transportation Facilities
5. Labor Analysis
6. Tax Structures/Incentives
7. Community Profiles
8. Planning/Coordination

For More Information:

Call or Write:
Mr. R. Lee Jones
The Peoples
Natural Gas Company
Two Gateway Center
Pittsburgh, PA 15222

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PART OF THE CONSOLIDATED NATURAL GAS SYSTEM

and we can do it across Pennsylvania.
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PE has already reduced rates for over 100 companies. Who'd like to be next?

Philadelphia Electric has designed a special program to encourage manufacturers to come to Southeastern Pennsylvania.

We want your business to come here… to stay here… and to grow here. Under this program, PE can actually reduce electric rates up to 15%.

It's called E2R2 – the Employment and Economic Recovery Rider. What it means is simply this.

When a company makes a capital commitment to our service area, PE responds in kind, with up to 15% in straight reductions for companies relocating in Southeastern Pennsylvania (Philadelphia County, Bucks County, Chester County, Montgomery County and Delaware County).

In its first year the E2R2 Program received 157 applications. So far, more than 100 companies have qualified for reductions. And that means E2R2 has helped to retain or create jobs for Southeastern Pennsylvania workers. Lots of them.

E2R2. It works for Southeastern Pennsylvania. We'd like it to work for you, too. Call us. 215-841-5667. We know the territory.

You don't have to be a giant to qualify. But you do have to meet certain eligibility requirements. To find out if you qualify, call today.

Area Development Department

PHILADELPHIA SERVICE ELECTRIC COMPANY

Philadelphia Electric Company

We Know The Territory. 215-841-5667

Circle 152 on Brochure Service Card

PENNSYLVANIA

Harrisburg	42.7	39.6	8.98
Johnstown	12.3	37.4	8.18
Lancaster	57.8	40.1	8.79
Northeast Pennsylvania	63.5	37.0	7.78
Philadelphia SMSA	392.9	40.3	9.73
Philadelphia City	109.3	NA	NA
Pittsburgh	155.9	40.8	11.05
Reading	52.7	40.6	9.49
Sharon	11.3	NA	NA
State College	7.9	NA	NA
Williamsport	15.6	40.2	8.10
York	59.3	41.5	8.74

NA = not available

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
PENNSYLVANIA	5,497.4	479.4	8.7
Allentown—Bethlehem—Easton	312.6	28.7	9.2
Altoona	55.9	5.2	9.3
Erie	125.0	10.9	8.7
Harrisburg	245.5	12.5	5.1
Johnstown	100.0	12.0	12.0
Lancaster	192.7	9.3	4.8
Northeast Pennsylvania	294.7	31.5	10.7
Philadelphia	2,254.0	154.4	6.9
Pittsburgh	1,004.1	109.6	10.9
Reading	165.2	11.5	6.9
Sharon	51.0	5.6	11.0
State College	48.8	4.1	8.4
Williamsport	52.8	5.2	9.9
York	183.2	12.7	6.9

*Preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Abington Twp. (Philadelphia)
Allentown 3, 4, 9, 22, 23, 41, 42
Altoona 3, 9
Bethel Park (Pittsburgh)
Bethlehem 3, 4 (Allentown)
Bristol Twp. 3 (Philadelphia)
Cheltenham Twp. (Philadelphia)
Chester 2, 3 (Philadelphia)
Easton 3 (Allentown)
Erie 1, 3, 5, 24, 42
Harrisburg 3, 4, 9, 10, 17, 23, 24, 35, 40-42
Haverford Twp. 3 (Philadelphia)
Johnstown 2, 3, 9
Lancaster 3, 39
Lebanon Twp. 3 (Harrisburg)
Manheim Twp. 3 (Lancaster)
McCandless Twp. (Pittsburgh)
McKeesport 2, 3, 6, (Pittsburgh)
Middletown Twp. 3 (Harrisburg)
Monroeville (Pittsburgh)
New Castle Twp. 2, 3, 6 (Youngstown, OH)
Norristown 3 (Philadelphia)
Northampton Twp. (Allentown)
Philadelphia 2, 3, 4, 7-16, 18, 19, 21, 22, 24-28, 30-32, 34-38, 40-43
Pittsburgh 2, 3, 6, 9, 10, 17, 20-22, 24, 29, 32, 33, 35, 40-42
Reading 1, 2, 9
Ridley Twp. 2, 3 (Philadelphia)
Scranton 3, 4 (Wilkes-Barre)
Springfield Twp. 3 (Philadelphia)
State College 9
Upper Darby Twp. (Philadelphia)
Warminster Twp. (Philadelphia)
West Mifflin (Pittsburgh)
Wilkes-Barre 4, 9, 22, 23, 35, 42
Williamsport 3, 9
York 2, 3 (Harrisburg)

Railroads

1. Bessemer & Lake Erie R.R. Co.
2. Chessie System Railroads
3. Conrail
4. Delaware & Hudson Railway Co.
5. Norfolk & Southern Corp.
6. Pittsburgh & Lake Erie R.R. Co.

Airlines

7. Air Jamaica
8. Air Virginia
9. Allegheny Commuter
10. American
11. Atlantic Air
12. Bar Harbor Airlines
13. Braniff
14. British Airways
15. Brockway Air
16. Capitol Air
17. Christman Air System
18. Colgan Airways
19. Continental
20. Cumberland Airlines
21. Delta
22. Eastern
23. Freedom Airlines
24. Jetstream Int'l
25. Lufthansa
26. Mexicana
27. Midway Metrolink
28. Newair
29. Nordair
30. Northwest
31. Ozark
32. Pan American
33. People Express
34. Pichel Air
35. Piedmont
36. Precision Airlines
37. Ransome Airlines
38. Republic
39. Resort Airlines
40. TWA
41. United
42. USAir
43. Wings Airways

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Phila-delphia PA/NJ 11/82	Pittsburgh 1/84	York 1/84	Northeast Pennsyl-vania 8/84
Office, professional & technical				
Clerks, payroll	6.95	7.90	6.09	6.27
Secretaries	8.63	9.14	7.90	7.51
Stenographers	7.92	8.18	7.11(a)	6.72*
Swtichbd opr-receptionists	6.26	6.55	5.45	6.06
Drafters V	12.11	12.71	11.60	8.08(d)
Electronics technicians	9.96	11.73	9.86	10.68
Computer operators	8.30	8.88	7.45	8.13
Computer programmers (business)	11.25	11.13	10.75	10.62
Maintenance & powerplant (men)				
Carpenters	11.35	11.10	NA	8.24(a)
Electricians	11.56	12.28	11.17(c)	9.95
Engineers, stationary	10.52	12.18	NA	NA
Machinists	11.49	12.12	10.50	9.84
Mechanics (machinery)	10.80	11.80	9.67	9.37
Tool & die makers	11.62	12.41	11.72	10.75
Custodial & material movement (men)				
Guards	8.03	9.71	6.25	6.56
Janitors, porters & cleaners	8.23	9.32	7.01	6.76
Laborers, mat'l handling	8.27	9.96	6.55	7.14
Shipping & receiving clerks	7.29	10.01	6.96	8.33
Truckdrivers	10.30	12.23	7.76	8.35
Forklift operators	8.77	10.15	7.35*	8.35

*Computed from available statistics
(a) Mfg. & nonmfg. combined
(c) Men & women
(d) Drafters — no class distinction

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Abington Twp. — 11eg, 7g
Allentown — 8e, 13g
Altoona — 6e, 10g
Bensalem Twp. — 11g

Bethel Park — 2e, 14e, 1g, 3g
Bethlehem — 8e, 13g
Bristol Twp. — 11eg
Cheltenham Twp. — 11eg
Chester — 11g
Easton — 4e, 15g
Erie — 6e, 5g
Harrisburg — 8e, 13g
Haverford Twp. — 11eg
Hazleton — 8e, 13g
Hempfield — 10g
Johnstown — 6e, 10g
Lancaster — 8e, 13g
Lebanon — 4e, 13g
Lower Merion Twp. — 11g
Lower Paxton Twp. — 13g
Manheim Twp. — 8e, 13g
McCandless Twp. — 1g, 3g
McKeesport — 2e, 2g
Millcreek Twp. — 13g, 16g
Monroeville — 2e, 3g, 10g
Mt. Lebanon Twp. — 2e, 1g, 3g
New Castle — 9e, 1g
Norristown — 11eg
Northampton Twp. — 8e, 11g, 13g
North Huntington Twp. — 1g, 3g
Penn Hills Twp. — 2e, 10g
Philadelphia — 11e, 12g
Pittsburgh — 2e, 1g, 3g, 10g
Plum — 2e, 3g
Radnor Twp. — 11eg
Reading — 4e, 13g
Ridley Twp. — 11eg
Ross Twp. — 13e, 1g, 3g
Scranton — 8e, 7g
Shaler Twp. — 2e, 3g
Springfield Twp. — 11eg, 15g
State College — 14e, 1g
Upper Darby Twp. — 11eg
Upper Moreland Twp. — 11g
Warminster Twp. — 11eg
West Mifflin — 2e, 1g, 3g
Wilkes-Barre — 8e
Williamsport — 8e, 7g
York — 4e, 1g

1. Columbia Gas of PA Inc.
   200 Civic Center Dr., Columbus,
   Ohio 43215
2. Duquesne Light Co.
   One Oxford Ctr., 301 Grant St.
   Pittsburgh 15279
3. Equitable Gas Co.
   420 Blvd. of the Allies, Pittsburgh
   15219
4. Metropolitan Edison Co.
   2800 Pottsville Pike, Muhlenberg
   Twp., Berks Co.
5. National Fuel Gas Dist. Corp.
   10 Lafayette Sq., Buffalo, NY 14203
6. Pennsylvania Electric Co.
   1001 Broad St., Johnstown 15907
7. Pennsylvania Gas & Water Co.
   39 Public Square, Wilkes-Barre
   18711
8. Pennsylvania Power & Light Co.
   2 N. 9th St., Allentown 18101
9. Pennsylvania Power Co.
   1 E. Washington St., Box 891, New
   Castle 16103
10. Peoples Natural Gas Co.
    2 Gateway Center, Pittsburgh 15222
11. Philadelphia Electric Co.
    2301 Market St., P.O. Box 8699
    Philadelphia 19101
12. Philadelphia Gas Works
    1800 No. 9th St. Philadelphia 19122
13. UGI Corp.
    Box 858, Irwin Bldg., Rt. 363
    Valley Forge, 19482
14. West Penn Power Co.
    Cabin Hill, Greensburg 15601
15. North Penn Gas Co.
    76-80 Mill St., Port Allegany 16743
16. Penn Fuel Gas Inc. 55 S. Third St.,
    Oxford 19363

State Employment Security Agency

For additional labor market information: Office of Employment Security, Pennsylvania Dept. of Labor and Industry Bldg., 7th & Forster Sts., Harrisburg, 17121, 717/787-6223

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	5,500	249,200
Masonry	280	15,670
Clays (excl. kaolin)	970	4,979
Gemstones	NA	5
Lime	1,323	73,646
Peat	23	565
Sand & gravel:		
Construction	12,000	49,000
Industrial	860	12,000
Stone:		
Crushed	48,000	190,000
Dimension	45	5,218
Zinc — metric tons (recov. cont. of ores, etc.)	23,892	22,123
Combined value of clays (kaolin), mica (scrap), and tripoli		1,063
Grand Total Pennsylvania 1983		**623,469**

* = thousand short tons except as noted
NA = not available

ENVIRONMENT CONTROLS:

Air Pollution

Pennsylvania Dept. of Environ. Resources, Bur. of Air Quality, Fulton Bldg., P.O. Box 2063, Harrisburg, 17120, 717/787-9702

Water Pollution

Pennsylvania Dept. of Environ. Resources, Bur. of Water Quality Mgmt., same address and phone as above

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	4,518.8	....	....
MANUFACTURING	1,094.8	39.2	8.95
Primary metal industries—**SIC 33**	122.7	39.6	11.81
Fabricated metal products—**SIC 34**	86.8	40.9	9.49
Machinery, except electrical—**SIC 35**	108.4	40.4	10.03
Electric & electronic equip.—**SIC 36**	101.2	40.3	8.87
Transportation equip.—**SIC 37**	59.7	40.6	11.31
Instruments & related prods.—**SIC 38**	36.3	40.5	8.93
Food & kindred products—**SIC 20**	90.2	39.4	8.54
Textile mill products—**SIC 22**	36.1	38.2	6.03
Apparel & other textile prods.—**SIC 23**	111.8	33.3	5.50
Paper & allied products—**SIC 26**			

WE ARE FIRST...

In Northampton County to develop all the advantages of a Metropolitan location with a rural setting. The Easton Area Industrial Land Development Co., Inc. has land available in the Easton area with all facilities — at land prices that are very reasonable — compared with any standards. The Easton area is the closest Pennsylvania Industrial section to the Metropolitan area and is serviced by rail, trucking and air. Excellent financing can be arranged at interest rates that are sure to interest you.

COME LOOK US OVER!!!

EASTON AREA INDUSTRIAL LAND
DEVELOPMENT CO., INC.

157 S. 4th STREET
EASTON, PA 18042
(215) 253-4213

Circle 19 on Brochure Service Card

Printing & publishing—SIC 27
72.3 36.7 9.26
Chemicals & allied products—SIC 28
57.7 41.4 10.23
Rubber & misc. plastics prods.—SIC 30
32.8 40.5 7.84

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Allentown	27	74	5815	751
Erie	25	69	6768	402
Harrisburg	29	74	5335	1006
Johnstown	28	73	5768	728
New Castle	27	72	5885	642
Philadelphia	31	77	4947	1075
Pittsburgh	27	72	5950	645
Scranton	25	72	6330	569
State College	26	72	6247	559
Wilkes-Barre	25	72	6330	569
Williamsport	26	73	6047	659
York	30	75	5203	901

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Secretary
Pennsylvania Dept. of Comm.
Room 433, Forum Bldg.
Harrisburg, 17120
717/787-3003

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Allentown
Benner, Donald P., Exec. V.P.
Ind. Dev. Corp. of Lehigh Cty.
462 Walnut St., Box 1410, 18105
215/437-5581
Lesko, Joseph R., Econ. Dev. Mgr.
Penn. Power & Light
2 N. 9th St. A-3-2, 18101
215/770-5203
Stershic, Michael, Plng. & Dev. Dir.
Lehigh Cty.
P.O. Box 1548, 18105
215/820-3001

Altoona
Halloran, Robert A., Ind. Dev. Dir.
Altoona Enterprises, Inc.
1212 12th Ave., 16601
814-944-6113

Bethlehem
Stainbrook, Grover H., Jr., Admin. Asst.
Lehigh Valley Ind. Park, Inc.
459 Old York Rd., 18018
215/866-4600

Butler
Rettig, Marthann, Exec. Dir.
Community Dev. Corp. of Butler Cty.
P.O. Box 1082, 16003
412/283-1961

Easton
Kuebler, Joe
Easton Area Ind. Land Dev. Co.
157 S. 4th St., 18042
215/253-4213

Erie
Bundy, Thomas E., C.I.D.
Bundy Assoc. Cons. Group
702 Gold Ave., 16509
814/866-3884
Ploehn, Robert H., Exec. Dir.
Gtr. Erie Ind. Dev. Corp.
5 W. 10th St., Suite 302, 16501
814/455-4409

Harrisburg
Douglas, Matthew M., Pres.
Chamber of Comm. of Gtr. Harrisburg
P.O. Box 969, 17108
717/232-4121
Aust, Robert A., Jr., Dir.
Bureau of Dom. & Int'l Comm.
Penn. Dept. of Commerce
454 Forum Bldg., 17120
717/787-6500

Hazleton
Yenchko, Joseph, Ind. Dir.
Can Do, Inc.
Northeastern Bldg., 18201
717/455-1508

Indiana
Michael, Richard, EVP
Indiana Cty. Chamber of Comm.
1019 Philadelphia St., 15701
412/465-2511

Johnstown
Burkhard, John W., C.I.D., Pres.
Johnstown Area Econ. Dev. Corp.
Suite 203, Main St. E. Bldg.
551 Main St., 15901
814/535-6553

New Castle
Preston, Don, Area Dev.
Penn. Power Co.
P.O. Box P4, 16103
412/656-5399

Oil City
Oil City Econ. Dev. Corp.
Transit Annex Mall
P.O. Box 376, 16301
814/677-0892

Philadelphia
Orsborn, James T., C.I.D.
Reg. Dev. Staff Dir.
Consolidated Rail Corp.
1528 Walnut St., Rm. 1601, 19102
215/893-6030
Schelter, C. Craig, Exec. V.P.
Philadelphia Ind. Dev. Corp.
One E. Penn Sq., Rm. 1800, 19107
215/568-8370

Pittsburgh
George, Stephen A., Dir.
Dept. of Aviation
Gtr. Pittsburgh Int'l Airport
M-134 Terminal Bldg., 15231
412/778-2603
Jones, R. Lee, Area Dev. Mgr.
Peoples Natural Gas Co.
2 Gateway Ctr., 15222
412/471-5100
Marketing Coordinator
Port of Pittsburgh
Allegheny Cty. Dept. of Dev.
100 Fort Pitt Commons
445 Fort Pitt Blvd., 15219
412/355-5836
McLemore, James B.
R.E. & Ind. Dev. Mgr.
Chessie System Railroads
12 Grant St., 15219
412/225-5071
Miller, John E.
Ind. Mktg. & Area Dev. Mgr.
Consolidated Natural Gas Co., Inc.
4 Gateway Center, 15222
412/227-1136
Spaeder, Leo, Econ. Dev. Dept.
Duguesne Light Co.
1 Oxford Centre
301 Grant St., 15279
412/393-6305

Pottsville
Industrial Dev. Mgr.
Schuylkill Cty. Ind. Dev. Auth.
P.O. Box 1020, 17901
717/622-1943

15,000 TO 150,000 SQUARE FEET

IN ONE QUICK TRIP

Plant I.D.	Square Footage	Site Acreage	Ceiling Height	Additional Features
BMF	15,300	1.5	14'	500KVA Electric Service
ST.C	20,160	4-10	22'	Speculative Shell
PPB	SOLD			100% Financing @ 4.5%
APC				180'x448' Dimensions
MMG	84,000	11.5	19'6"	Interstate Access
STB	108,112	26	23'	Sprinkler/Cranes
DMC	151,360	9	17'6"-30'	Manufacturing/ Warehouse

Ample and reliable supply of competitively priced electricity is available.

Access for four interstate highways makes Schuylkill County the Keystone County of the Keystone State. All of these properties plus ready to go sites can be inspected in a single day. For more information on Schuylkill County, Pennsylvania including the above properties just write:

Schuylkill County Industrial Development Authority, P.O. Box 1020, Pottsville, Pa. 17901, or call (717) 622-1943.

WESTERN PENNSYLVANIA: A Land of Opportunity

Imagine, if you will, that you are in a business that provides a particular product to a specific market, and upon the completion of each decade you must totally change your product and market. The western region of Pennsylvania has historically been doing just that.

To illustrate, if we look at the region's history in 100-year increments, the patterns of change that took place in the Western Pennsylvania region can quickly be recognized.

Starting with the period from 1750 to 1850, it can be seen that the region played an important role in the development of early America—initially in a military role, then in a role dealing with trade. During these times the region's economy experienced transitory growth and change took place rather slowly.

Then, as we look at the period from 1850 to 1950, the wave of the industrial revolution was evident in the region; consequently, economic growth was appreciable. The significance of this period was man's ability to design and build enormous machine tools that would help him escalate his quality of life and his lifestyle. During this 100-year period, the region played a key role in the rapid development of coal, limestone, iron ore, oil, gas, and silica sand. These new materials permitted the development of the traditional industries of the region; namely, steel, iron, glass, and aluminum.

After World War II, it was apparent the traditional industries were going to decline because of the shifting markets and the decline in raw materials, particularly iron ore. As a result, the region recognized the industrial revolution days were behind it and that a new and diverse economic base would need to be forged. The need was recognized, but the solution would be difficult—time, money, and know how were required.

Enter now the post-industrial age, which introduced the region into the world market. This occurred in two ways: first, the competition of Pittsburgh-based companies in the world markets, and second, the post-war attraction of foreign producers to the lucrative U.S. market.

This brings us up to modern times, where we see a new and exciting region. The western Pennsylvania region today is unique: There are two entirely different economies juxtaposed due to the decline in traditional 19th-century industries and the rapid growth of 21st-century industries. Statistically, this is portrayed by the loss of 45,000 jobs from the metals industries. However, in the past ten years there has been the establishment of 420 high-technology firms within the region, creating more than 42,000 new jobs. Of equal importance has been the ability of the region to attract foreign-based companies to locate their U.S. facilities in the region. The result: More than 200 companies have created more than 40,000 new jobs within the region. Thus, as we examine these two components, we note a gain of more than 80,000 new jobs to the region in the past few years. Significant? Yes. But really just the beginning of a strong and well-diversified economy as the region moves into the 21st century.

Southwest Pennsylvania: A haven for business

The Pittsburgh region's attractiveness as a convention location is considered by many convention planners as ideal. The region has a major new exhibition hall located in the downtown area of the city of Pittsburgh, within easy walking distance of hotels and restaurants, as well as easily accessible by highway and air transportation.

A second convention center also exists within the suburban com-

The Oil City area is what you and your employees need for better business. Our central location provides a relaxed working environment in a picturesque setting. It also provides convenience and proximity to many shopping and recreational facilities. The public, private, and continuing educational facilities contribute to the community's vitality. Don Grimm, General Manager of the Hills Department Store, says, "Our store continues to set new sales records and yet my family and I still have time to be involved in local activities."

FIND OIL CITY FOR YOUR BUSINESS

OilCityArea

Contact:

Oil City Economic Development Corporation
Transit Annex Mall • P. O. Box 376
Oil City, Pennsylvania 16301
Telephone: (814) 677-0892

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munity of Monroeville. Although not as large as the downtown facility, it is ideal for smaller shows.

In addition to being able to supply attractive, moderately priced convention space, an area must have superior transportation, hotels, and restaurants to attract convention business. All of these are handled quite effectively in the Pittsburgh area.

With regard to transportation, the city of Pittsburgh continues to improve with the addition of new "Patways"—private, right-of-way highways built exclusively for use by the bus system. Also nearing completion is a new 13-mile, high-speed, light-rail system that tunnels beneath Pittsburgh to its famous Point.

Overnight accommodations continue to increase and improve with construction of both downtown Pittsburgh hotel accommodations and suburban facilities. It is also interesting to observe the changing restaurant scene. It seems that several new restaurants open each week.

Also featured are outstanding entertainment and professional sports opportunities. The many examples of professional entertainment include the Pittsburgh Symphony and Opera topping the list, and the Civic Light Opera, the River City Brass, the Wind Symphony, and the Public Theater.

The Pittsburgh region possesses some extremely attractive advan-

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Cleveland
Pittsburgh

Cut your power bills and improve your profits with a move to Western Pennsylvania—the SKILLBELT. Pennsylvania Power Company now offers new industries a 50 percent reduction in power (KVA) bills. For the details, call or write:

Don Preston, Director Area Development
Pennsylvania Power Company
P.O. Box 891, P4, New Castle, PA 16103
Phone (412) 656-5399 or 652-5531

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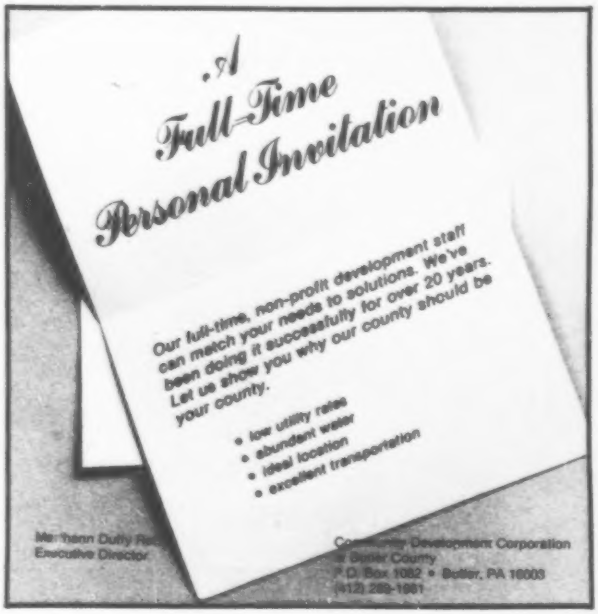

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Our full-time, non-profit development staff can match your needs to solutions. We've been doing it successfully for over 20 years. Let us show you why our county should be your county.

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Executive Director

Development Corporation
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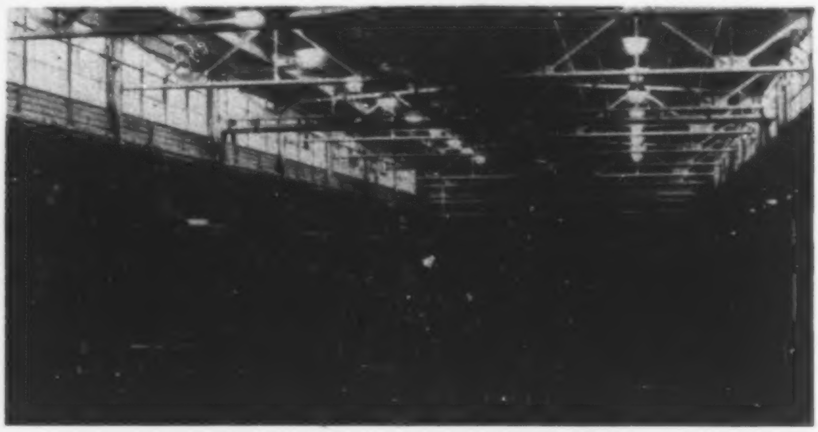
tages in addition to what has been mentioned. For example, its geographic location is equidistant between New York and Chicago, in the midst of the major U.S. market. Also, the region is the third major corporate center and the fourth major banking center in the U.S.—second only to New York in the control of invested capital. Further advantages include an outstanding academic community, a rich ethnic population mix, a major international airport, and substantial supplies of coal, natural gas, electricity, and fresh water.



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provided to your company for expanding in the ENERGY-RICH center of Western Pennsylvania. 100% abatement of real estate takes in exchange for your involvement.

- Center for coal mining in Pennsylvania
- Largest producing center of natural gas
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INDIANA COUNTY
PENNSYLVANIA

Contact: Richard Michael, E.V.P. Indiana County Chamber of Commerce
1019 Philadelphia St., Indiana PA 15701 (412)465-2511

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Northwestern Pennsylvania: Programs for a changing economy

From the 1970s through the 1980s northwest Pennsylvania's economy has been in transition. In response, the Northwest Commission, with the cooperation of local governments and the Commonwealth, has embarked upon an ambitious effort to establish the region as a fertile environment for the growth of advanced technology, small-growth industries, and entrepreneurs of the 1980s.

This effort has resulted in the creation of an enterprise development program for northwest Pennsylvania that includes the programs and incentives listed below.

- **Revolving Loan Fund programs.** Financing or lack thereof is a critical concern for regional small-business concerns in northwest Pennsylvania, and capital investments produce jobs. These Northwest Commission programs are designed to serve as gap financing and therefore increase private investments. An applicant must be a private, for-profit business (preferably manufacturing) located in this region.
- **Small Business Administration 503 program.** This program is a long-term fixed-asset investment tool for regional small businesses. Eligible projects include the financing of machinery and equipment, land and property acquisition, construction, and renovation.
- **Incubators.** Using Appalachian Regional Commission funding for seed money, the Commission has been developing a network of incubator facilities throughout the region. An incubator facility provides space to businesses during their formulative years at a relatively low cost. Basically, an incubator facility is designed to create an environment where small businesses can test new ideas and products, eventually emerging from the facility as a strong and healthy company. Regional incubators include the Greenville Advanced Technology Center, the Franklin Industrial Complex, the Meadville Industrial Condominum, and Girard Model

Discoverers of Seven Pittsburghs

INT'L BANKING TRAINEE SCHWEITZER
ASSOCIATE PROFESSOR WRIGHT
ART CONSERVATOR CRENSHAW
CORPORATE CONTROLLER KRAU
DEPUTY EXECUTIVE DIRECTOR
ENTREPRENEUR CAMPIOU
FOOD MARKETER KATZ

If you are mulling over a new business location in the Northeast, you should send for a free copy of *Seven Pittsburghs* at once.

It gives the first-person stories of the seven young (25 to 35) professionals pictured here. All moved to Pittsburgh from distant cities. In *Seven Pittsburghs* they tell what they discovered about the living here.

They all see somewhat different pictures; they could almost be talking about living in different towns.

That's partly their individuality, of course; but it's partly Pittsburgh too. It's not a huge city, but it's not a simple one either.

Which helps to make life here interesting. Read all about it. Mail the coupon, or phone Leo Spaeder at our Economic Development Department: (412) 393-6305.

Duquesne Light

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Duquesne Light Company, Economic Development Department, One Oxford Centre,
301 Grant Street, Pittsburgh, PA 15279.

Please send me a free copy of *Seven Pittsburghs*.

Name ____________________

Position ____________________

Company ____________________

Street ____________________

City __________ State ____ Zip ____

Works Industrial Common.

- **Economic Development Administration Public Works program.** The primary purpose of this program is to assist communities with the funding of industrial development facilities that contribute to the creation of long-term, private-sector jobs that will lead to the alleviation of unemployment and underemployment.
- **Labor-Management Committee program.** This program has the goal of establishing and promoting positive labor-management relations throughout the region. Utilizing the technical expertise of a labor-management relations specialist, John Popular, the program is supporting and expanding the activities of existing labor-management committees and initiating the start-up of additional committees, including in-plant committees.
- **Entrepreneur Training program.** This program was created in response to the needs of emerging entrepreneurs. This program has two primary objectives: 1) to provide practical, step-by-step instruction and guidance on how to create and manage a new enterprise, and 2) to provide an opportunity for the entrepreneur to make direct contact with resource people in his community who can offer assistance.
- **Procurement Outreach program.** Because the federal government is the largest purchaser of goods and services in the region, this program has been developed to assist local industries with this potential market. The assistance includes the identification of bidding and subcontracting opportunities, placement on bidders' mailing lists, the provision of required specifications and drawings, and explanations of bid-package requirements.
- **Export Trade Development and Assistance program.** This program provides technical assistance to small and medium-sized firms in increasing sales and export contracts.

These programs have been created to stimulate economic development and job creation in this growing region.

The western Pennsylvania region possesses some extremely attractive advantages, as outlined above, which makes it an excellent location for economic growth. In conclusion, the future looks bright, and the region will continue to prosper.

The introduction and southwestern portions of this report were written by Jay D. Aldridge, executive director of Penn's Southwest Association in Pittsburgh.

The northwestern portion was written by William Steiner, director of Northwest Pennsylvania Region Planning and Development Commission in Franklin.

CONTACTS:

New York

Buffalo

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10 Lafayette Sq., 14203
716/855-7983

Pennsylvania

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Community Dev. Corp. of Butler Cty.
P.O. Box 1082, 16003
412/283-1961

Indiana

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Indiana Cty. Chamber of Comm.
1019 Philadelphia St., 15701
412/465-2511

New Castle

Preston, Don, Area Dev.
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P.O. Box P4, 16103
412/656-5399

Oil City

Oil City Econ. Dev. Corp.
Transit Annex Mall
P.O. Box 376, 16301
814/677-0852

Pittsburgh

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Cty. Pittsburgh Int'l Airport
M-134 Terminal Bldg., 15231
412/778-2603

Marketing Coordinator
Port of Pittsburgh
Allegheny Cty. Dept. of Dev.
100 Fort Pitt Commons
445 Fort Pitt Blvd., 15219
412/355-5838

Speeder, Leo, Econ. Dev. Dept.
Duguesne Light Co.
1 Oxford Centre
301 Grant St., 15279
412/393-6305

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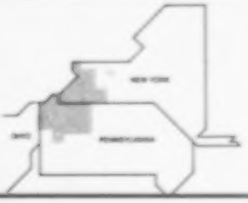
We'll match it to our area.



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LAKE ERIE
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National Fuel

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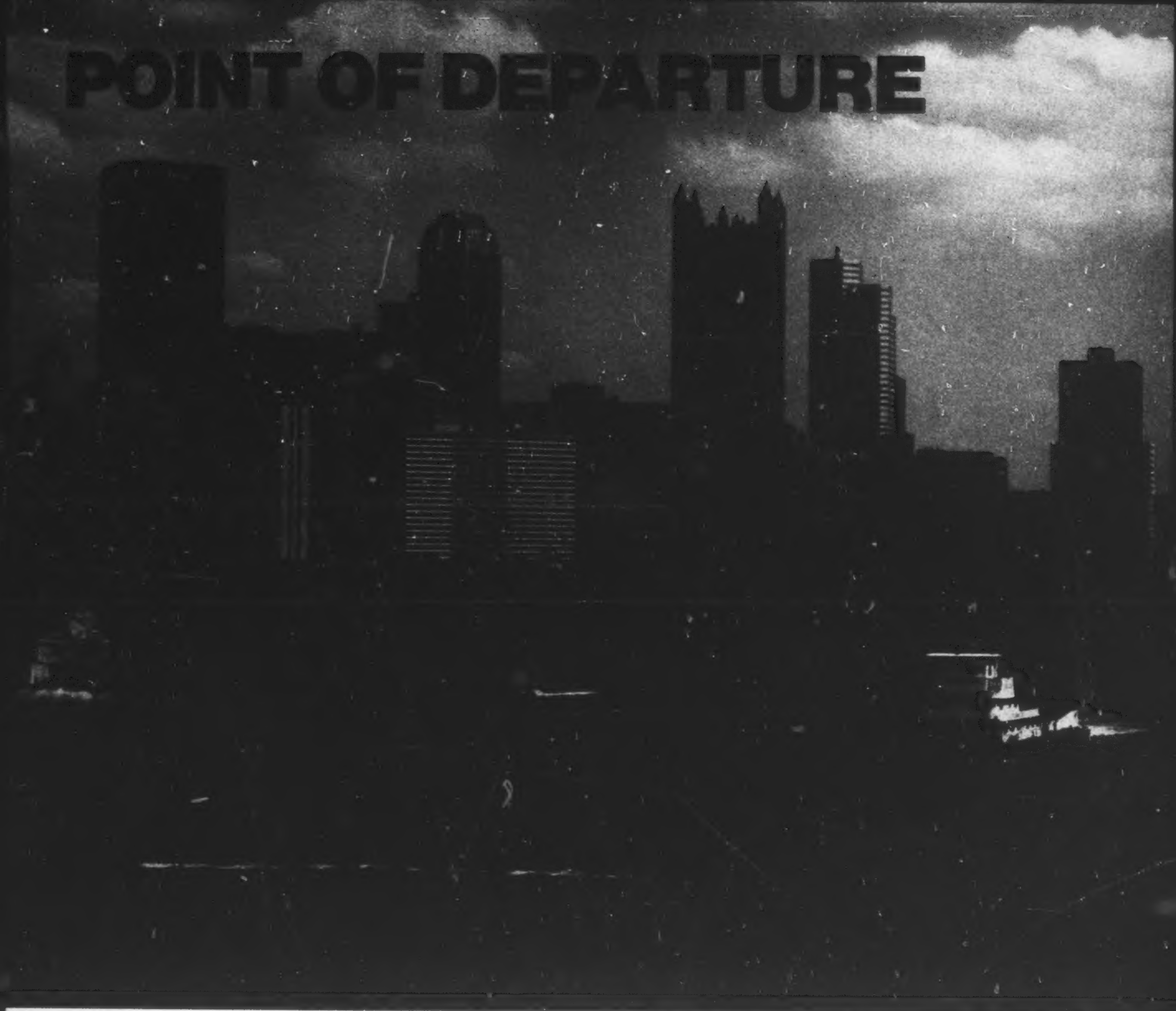

The Port of Pittsburgh: the busiest inland port in the United States.

It all comes together here.

Transportation. The ability to move products and people between a company and its markets quickly and economically. Business depends on this.

As a city, Pittsburgh offers major facilities in air, highway and rail transportation.

As a port, Pittsburgh offers even more. A Foreign Trade Zone. The 8,954-mile inland waterway system. This network of canalized rivers stretches through 24 states to New Orleans, providing water linkage to ports around the world.

The Port of Pittsburgh, based at "The Point" in downtown Pittsburgh, is a great point of departure for a dynamic business community. Each year, well over 60 million tons of cargo are shipped on its waterways, more than any other inland port in the country. And, its location makes it a great point for intermodal shipping, where barge, rail and truck combine to create the most cost-effective transportation available.

But the Port offers more than transportation. It provides every resource you and your company need to grow and prosper…capital, infrastructure, energy, education, sports, culture. It's a place of business where the people live and work at a friendly pace.

The Port of Pittsburgh will make a great starting point for your business. For more information about relocation or new business development, write or call Marketing Coordinator, Port of Pittsburgh, Allegheny County Department of Development, 100 Fort Pitt Commons, 445 Fort Pitt Boulevard, Pittsburgh, PA 15219, (412) 355-5838 (5841).

A great starting point.

PORT OF PITTSBURGH

This advertisement developed by The Port Authority of Allegheny County with financial support from the Commonwealth of Pennsylvania, Department of Commerce.

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Our airport is bigger than Chicago's O'Hare and Atlanta International.

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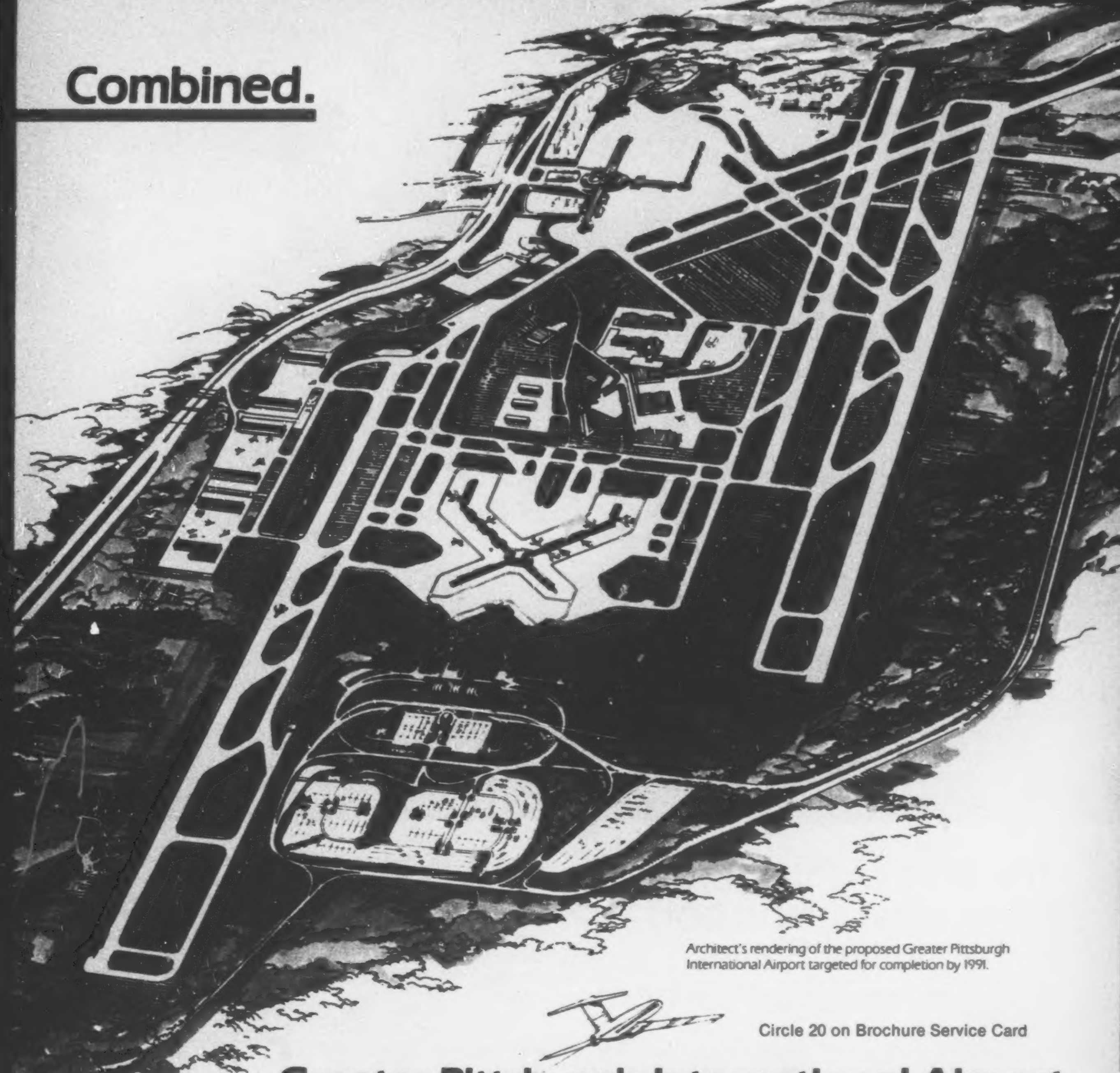

Architect's rendering of the proposed Greater Pittsburgh International Airport targeted for completion by 1991.

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Greater Pittsburgh International Airport

As the country's second largest airport in land area, we've got plenty of room to grow. Almost 11,000 acres for freight depots, hangars, foreign trade subzones, office and hotel complexes... perfect for businesses looking to spread their wings.

We're also an hour's flight from over half the population of U.S. and Canada... perfect for businesses looking to spread their markets.

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Director of Aviation
Greater Pittsburgh International Airport
Room 134M Terminal Bldg.
Pittsburgh, PA 15231 (412) 778-2500

(Greater Pittsburgh International Airport, 11,000 acres. O'Hare International Airport, 6,795 acres. Atlanta International Airport, 3,753 acres.)

SOUTH ATLANTIC

- DELAWARE
- FLORIDA
- GEORGIA
- MARYLAND
- VIRGINIA
- WEST VIRGINIA
- NORTH CAROLINA
- SOUTH CAROLINA

Regional Review:

By Pamela C. Lunt, editor

It is safe to say that the South Atlantic region is diverse. There can be found sharp contrasts in climate, economic strongholds, population, and lifestyles between the cities and states: Consider the differences between Washington, D.C., and Miami, Fla., for example.

One similarity—and not one remarkable to this area alone—is noted: All the states in the nation's "Sunbelt" have programs to attract new businesses and to keep them happy once they've located.

Following are brief outlines, working down the coast from north to south, of the business climates and programs of each state in the South Atlantic region.

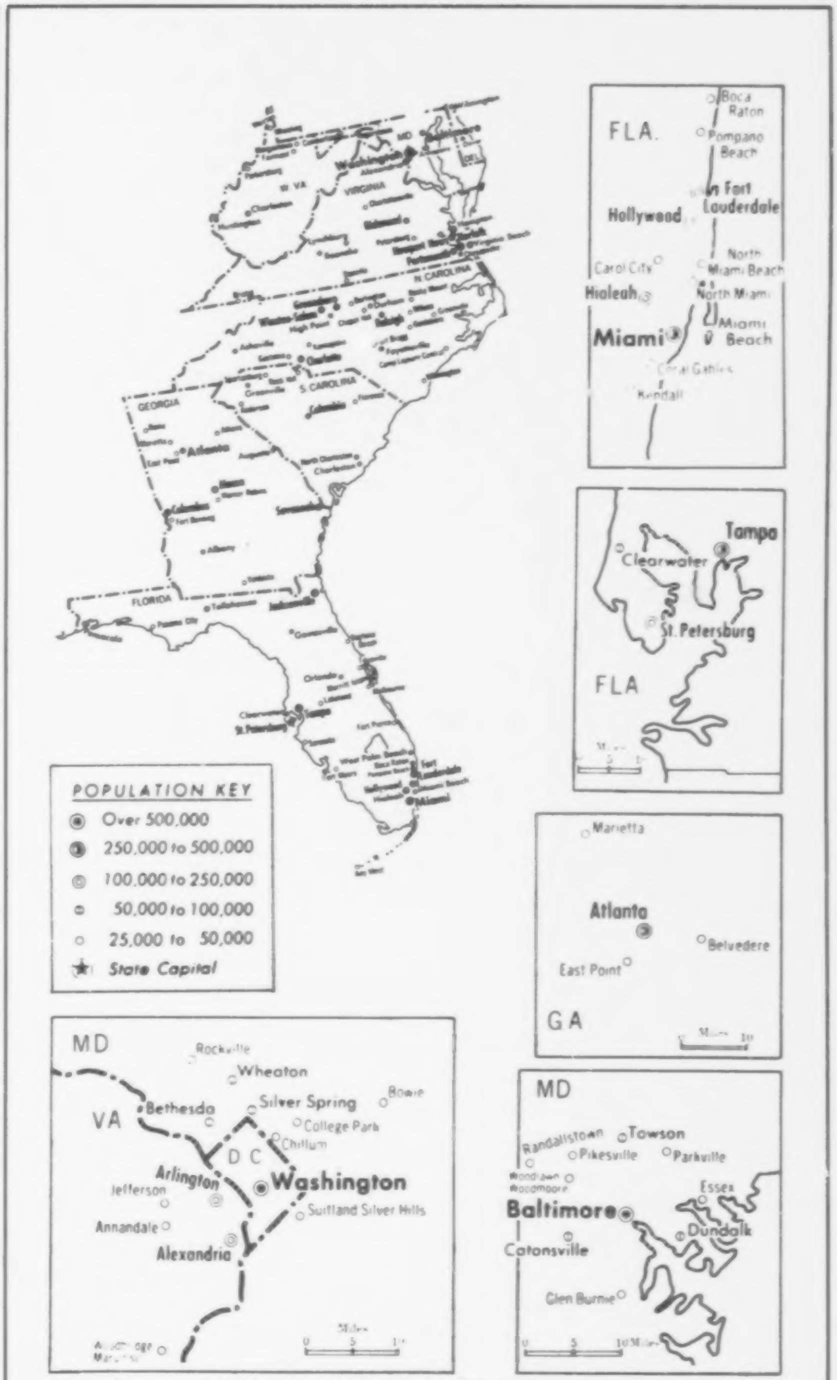
Delaware. In the past few years, Delaware has had reasons to brag. The state has seen seven consecutive years of surplus; fiscal 1984 saw a surplus of $46.6 million. In addition, 52% of the Fortune 500 companies are incorporated in the state.

1984 unveiled a marked effort by the state to reduce taxes. The Tax Reform Act of 1984 reduces all personal income tax rates by 10%. The Job Creation and Economic Development Act of 1984 further reduces income tax by 12.3% for taxpayers with incomes over $50,000. To aid industry, the Blue-Collar Jobs Act was passed allowing additional tax incentives for manufacturers, wholesalers, scientific, agricultural, or industrial research laboratories, and corresponding support administrations.

Education facilities in the state consist of five four-year colleges, two two-year colleges, and 50 vocational or business schools. The high schools saw 7,015 people graduate last year.

Financial assistance from the state for new business includes industrial revenue bonds, SBA 503 financing, and job-training assistance.

Maryland. Maryland is home to over


W VA
VIRGINIA
MD
DEL
N CAROLINA
S CAROLINA
GEORGIA
FLORIDA
Washington
Atlanta
Miami
FLA.
Boca Raton
Pompano Beach
Fort Lauderdale
Hollywood
Carol City
North Miami Beach
Hialeah
North Miami
Miami
Miami Beach
Coral Gables
Kendall
Tampa
Clearwater
St. Petersburg
FLA
POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
Marietta
Atlanta
Belvedere
East Point
GA
MD
Rockville
Wheaton
Bowie
Bethesda
Silver Spring
College Park
VA
Chillum
D C
Arlington
Washington
Jefferson
Suitland Silver Hills
Annandale
Alexandria
Miles
0
5
10
MD
Randallstown
Towson
Pikesville
Parkville
Woodlawn
Woodmoore
Essex
Baltimore
Dundalk
Catonsville
Glen Burnie
10 Miles

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900 high-technology firms and 20 federal research labs. This doesn't mean there isn't diversity, though: 80% of all manufacturing classifications are represented in the state. In private business establishments, 75% are in the service sector. These industries work with a labor force of 2.2 million people.

The stress on education in the state has resulted in a population with the second-highest number of people with four or more years of college in the U.S. The number of colleges plays a part in this: There are 35 four-year colleges and universities, and an additional 19 in Washington, D.C.

State incentives for business include an enterprise zone program, an industrial training program, and confidential site-selection services. An interesting additional note: Business in the state pays 24% of total state taxes, versus 31% for the country.

West Virginia. Moving west, the Mountain State is the country's leading exporter of coal—it produces 40% of all U.S. exports, which amounts to around 44 million tons. It is also a leading producer of chemicals, an industry centered mainly in the Kanawha and Ohio river valleys. Tourism is the third-largest industry in the state due to the skiing, white-water sports, and golf facilities, as well as the natural and historic attractions.

State-generated financial assistances to business include low-interest loans for industrial development offered by the Economic Development Authority. Also offered are industrial revenue bonds, a Board of Investment fund, and an SBA 503 program.

Nineteen four-year colleges, five two-year colleges, and 75 vocational and business schools make up the educational facilities in West Virginia.

Virginia. Foreign trade is a large part of Virginia's industry. In previous years over 69 million tons have moved through the state's ports. Hampton Roads leads the pack in the volume of exports—it is the top port in the country in total foreign-trade tonnage.

Manufacturing is the largest basic employer in the state, providing over 400,000 jobs to a labor force of over 2.7 million.

Virginia's education system is made up of 23 community colleges, and 15 state- and 30 private-supported colleges and universities. The Virginia Community College System assists industry through its Industrial Training Division, which prepares and coordinates training programs, aids in recruiting trainees, analyzes job requirements, and provides standard training equipment.

Additional assistance to business provided by the state includes a foreign-trade zone in Suffolk, industrial revenue bonds, local development corporations, and designation of 12 enterprise zones that will take place over a 20-year period.

North Carolina. In 1983 more foreign and domestic companies announced plans for new facilities in North Carolina than for any other state. More than 50% of the Fortune 500 companies have at least one plant in the state. In addition, North Carolina houses the largest planned research park in the world: the Research Triangle Park near Raleigh. The state's other research park is the University Research Park in Charlotte.

To aid business, the state finances an industrial training program that provides instructors and standard equipment. Additional assistances include urban development action grants, the often-mentioned industrial development bonds, and exemptions from local property tax for land and equipment used for pollution abatement.

Forty-seven four-year colleges and universities, seven two-year colleges, and 58 vocational schools make up the state's education system.

South Carolina. The economy in South Carolina has been changing in the last ten years. It has shifted away from agriculture, which now makes up only 4% of the economy, and toward manufacturing, where annual earnings have risen over 174% since 1970 in a workforce of over 400,000 people.

The state has taken a strong stand on business education through its Technical Education System. The system's Special Schools program helps industry set up interview centers, recruit trainees, and train recruits on machinery. Other educational facilities include 33 four-year and 31 two-year colleges, as well as 55 vocational schools.

Industrial revenue bonds, low-interest loans, foreign-trade zones, and special discounted electric rates for designated counties make up the state's financial assistance program.

Georgia. Unemployment in Georgia has followed the nation's example—it dropped from 6.8% in Sept. 1983 to 5.8% in Sept. 1984, compared with the U.S. total's drop from 9.1% to 7.4% for that period. The total workforce in the state is just under 2.5 million.

State financial assistances include industrial revenue bonds, production-worker training, and a unique enterprise zone bill that creates Atlanta as the only eligible area.

In education, the state is home to 37 four-year colleges, 24 two-year colleges, and 30 vocational and business schools.

Florida. Last but not least is Florida, a state with a 8,000-mile-long coastline—a natural resource that helped encourage 37 million tourists to spend $21.5 billion in 1983.

The state leads the region in technological employment growth, is sixth in the nation in effective buying income (nearly $107 million), and is seventh in the number of people in the workforce (4.7 million).

In the past, Florida's high schools have generated 10% of the Westinghouse Talent Search winners. Higher-education facilities consist of 9 state universities, 12 off-campus centers, and 77 four-year colleges and universities. In addition the state universities contain more than 200 special research and service institutes, four of which have research and development parks.

Florida's financial assistance initiatives include revenue bonds, loans for industrial purposes authorized by the Florida Industrial Development Corporation, and the designation of 140 areas as enterprise zones.

Summary. By examining the South Atlantic states' economic attractions, their stress on education, and their business initiatives, an overall picture of the pro-business climate emerges. It also can be seen that technology, manufacturing, and foreign trade have been strong sectors recently and are marking the shift away from traditional industries. This shift is evident in other parts of the country as well.

Unemployment is down, the states' economies are strong, and growth is up. The region shows no indication that these trends will alter in 1985—an encouraging note to state development agencies, and to businesses considering locating in the South Atlantic region.

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offer you
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Contact them
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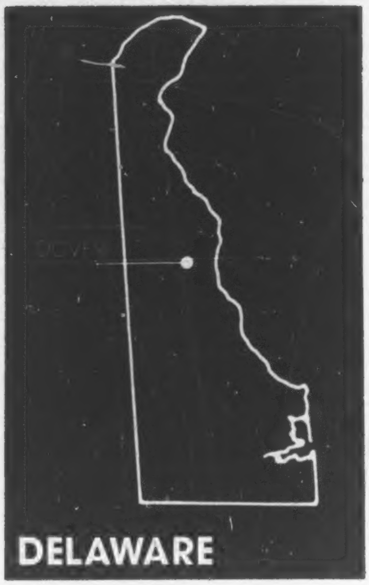

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives — municipal & state
- Industrial revenue bond financing
- SBA 503 financing
- Job training assistance

Tax rates:

Corporate income tax	8.7%
Personal income tax	1.4-13.5%
Real property tax (local only)	varies
Franchise & incorp. tax	varies
Gasoline tax	$.11/gal.

Advanced education facilities:

Four-year colleges & universities	5
Two-year or junior colleges	4
Vocational & business schools	50

Medical facilities:

Hospitals	12
Clinics	18

Labor analysis:

High school graduates (1984)	7,015
Open-shop state	
Nonagri. workers in unions	25.1%

Source: **Delaware Development Office**

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1984
DELAWARE	595.2	608.3
Newark	25.2	NA
Wilmington	70.2	68.3

NA = not available

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
DELAWARE	69.3	41.6	9.00
Wilmington	60.2	41.9	10.44

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980 —Thousands—	Estimate 1984
Wilmington, DE/NJ/MD	524.1	529.6

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
DELAWARE	304.1	16.6	5.4
Wilmington	264.6	15.7	5.9

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Labor, Office of Occupational & Labor Market Information, University Office Plaza, P.O. Box 9029, Newark, 19714

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Atlanta 5/84
Office, professional & technical	
Clerks, payroll	6.74
Secretaries	9.49
Stenographers	(a)10.30
Switchbd opr-recept's	6.15
Drafters	8.30
Electronics technicians	12.40
Computer operators	8.90
Computer programmers (business)	11.22
Maintenance & powerplant (men)	
Carpenters	11.59
Electricians	12.58
Engineers, stationary	11.91
Machinists	(a)13.79
Mechanics (machinery)	10.43
Tool & die makers	12.38
Custodial & material movement (men)	
Guards	9.28
Janitors, porters & cleaners	7.37
Laborers, mat'l handling	7.01
Shipping & receiving clerks	8.19
Truckdrivers	7.51
Forklift operators	7.75

(a) Mfg. & nonmfg. combined

ENVIRONMENT CONTROLS:

Air & Water Pollution

Robert Touhey, Acting Dir., Div. of Environ. Control, 89 Kings Hwy., P.O. Box 1401, Dover, 19903, 302/736-4764

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	266.1	....	....
MANUFACTURING	67.8	40.5	9.13
Primary metal industries—**SIC 33**	1.7	44.6	9.49
Fabricated metal products—**SIC 34**	1.7	37.4	7.95
Food & kindred products—**SIC 20**	8.4	39.1	5.91
Textile mill products—**SIC 22**	0.5	43.5	6.67
Apparel & other textile prods.—**SIC 23**	1.4	36.3	4.82
Printing & publishing—**SIC 27**	2.2	34.6	8.90
Chemicals & allied products—**SIC 28**	30.5	41.7	11.43
Rubber & misc. plastics prods.—**SIC 30**	2.5	41.8	9.19

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Newark 1, 2 (Wilmington)
Wilmington 1-5 (Philadelphia, PA)

Railroads

1. Chessie System Railroads
2. Conrail
3. Octoraro Railway Inc.

Airlines

4. United
5. Wheeler Flying Service

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Newark — 2e
Wilmington — 1e

1. Delmarva Power & Light Co.
   800 King St., P.O. Box 231
   Wilmington 19899
2. Newark Electric Dept.
   P.O. Box 390, Newark 19711

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel (construction)	1,400	3,200
Magnesium compounds	W	W
Grand Total Delaware 1983		3,200

* = thousand short tons
W = withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Wilmington	31	76	4986	1015

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Hayward, Nathan, Acting Dir.
Delaware Dev. Off.
99 Kings Hwy., P.O. Box 1401
Dover, 19903
302/736-4271

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OSCEOLA COUNTY, FLORIDA

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WORLD HEADQUARTERS
MERCURY MARINE
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MARTIN BROWER
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ICSD CORPORATION
ELECTRONIC SYSTEMS
HUSTLER
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"GATORADE"
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MOLDED COMPONENTS
LERIO
PLASTIC CONTAINERS
BETTER PLASTICS
INJECTION MOLDING

Name Title

Company

Address

City State Zip

FOR DETAILS WRITE

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COMMITTEE OF 100
P.O. Box 1982
Kissimmee, Florida
32742-1982

CALL
Bill McCarty
305-847-3174

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Dover

Sylvestri, Bill, Chmn.
Forward Central Del. Cmsn.
P.O. Box 576, 19903
302/734-7513

Newark

Hockersmith, Paul J., C.I.D.
Econ. Dev. Mgr.
Delmarva Power & Light Co.
I95 & Rte. 273, P.O. Box 9293, 19714
302/454-4369

Wilmington

Olivere, Edward L., C.I.D., Sr. Dev. Rep.
Delaware Dev. Off.
Carvel State Off. Bldg.
820 N. French St., 19801
302/571-3156

Townsend, Robert Scott, Exec. Dir.
New Castle Cty. Econ. Dev. Corp.
American Int'l Bldg., Suite 801
1105 N. Market St., 19801
302/656-5050

TALLAHASSEE
FLORIDA

STATE INFORMATION:

Financial assistance to industry:

- Industrial revenue bonds for headquarters, warehouse/distribution, manufacturing, R&D parks, pollution control, etc.
- Tax incentives for creation of jobs & industrial investment
- Funds to build or improve roads for industry
- Long-term financing for small business through Florida First Capital Finance Corp.
- Special state & local vocational/technical job training for industry
- Machinery & equipment sales tax exemptions
- "Free Port" law
- Local option abatement of ad valorem taxes for a ten-year period
- University-related R&D parks
- Six foreign trade zones
- No personal income tax
- No inventory tax
- No state property tax
- No corporate franchise tax
- Repealed unitary tax

Tax rates:

Corporate income tax	5.5% of adjusted federal income apportioned to Florida by weighted formula with $5,000 exemption
Property tax	varies locally
Sales tax	5%
Mfg. equipment & machinery for new & expanded industry	exempt
Incorporation tax	graduated
Gasoline tax	$.097/gal.

Advanced education facilities:

Four-year colleges & universities	77
Two-year community colleges	28
Vocational & business schools	380

Medical facilities:

Hospitals	221
Clinics	NA

Labor analysis:

High school graduates	85,505
Mfg. workers in unions	11.8%

Source: **Florida Department of Commerce**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Florida Dept. of Environ. Regulation, 2600 Blair Stone Rd., Twin Towers Office Bldg., Tallahassee, 32301
Office of the Secretary: 904/488-4805
Div. of Environ. Permitting: 904/488-0130

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
FLORIDA	9,740.0	10,815.5
Boca Raton	49.5	56.9
Boynton Beach	35.6	NA
Bradenton	30.2	34.4
Cape Coral	32.1	41.6
Clearwater	85.5	96.3
Coral Gables	43.2	44.4
Coral Springs	37.3	NA
Daytona Beach	54.2	57.8
Deerfield Beach	39.2	NA
Delray Beach	34.3	42.8
Dunedin	30.2	NA
Fort Lauderdale	153.3	154.5
Fort Myers	36.6	39.5
Fort Pierce	33.8	37.8
Gainesville	81.4	85.6
Hallandale	36.5	NA
Hialeah	145.3	175.2
Hollywood	117.2	122.5
Jacksonville	540.9	550.2
Lakeland	47.4	54.5
Lake Worth	27.0	NA
Largo	59.0	61.6
Lauderdale Lakes	25.4	NA
Lauderhill	37.3	NA
Margate	36.0	NA
Melbourne	46.5	50.2
Miami	346.9	402.0
Miami Beach	96.3	97.8
Miramar	32.8	NA
North Miami	42.6	43.6
North Miami Beach	36.5	NA
Ocala	37.2	43.5
Orlando	128.4	141.1
Palm Bay	NA	25.4
Panama City	33.3	34.5
Pembroke Pines	35.8	NA
Pensacola	57.6	58.6
Pinellas Park	32.8	NA
Plantation	48.5	55.8
Pompano Beach	52.6	66.9
Riviera Beach	26.6	NA
St. Petersburg	236.9	248.7

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AT&T
GENERAL ELECTRIC
FMC
Litton International Laser Systems
MARTIN MARIETTA

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- *One of the finest educational systems in the South including excellent general education in public and private schools and fine area vocational schools;*
- *Outstanding education in high technology fields available at the graduate and undergraduate level at the University of Central Florida;*
- *The state's finest Research Park located at the University of Central Florida;*
- *No state income taxes;*
- *Very favorable conditions for labor and management;*
- *Right-to-work laws;*
- *Art festivals and theater, the symphony and the surf;*
- *Availability of fine housing in all sizes and styles, in all reasonable price ranges.*

For more information, contact Mr. Roy Harris, President, Industrial Development Commission of Mid-Florida, Inc., P.O. Box 2144, Dept. PL, Orlando, FL 32802.

Serving Orange and Seminole Counties.

Circle 34 on Brochure Service Card

Industrial
Development
Commission of
Mid-Florida, Inc.

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Daytona Beach 6/84	Jacksonville 12/84	Miami 10/84	Gainesville 9/84
Office, professional & technical				
Clerks, payroll	5.98(a)	7.37	6.85	NA
Secretaries	8.34	7.67	8.28	6.36
Stenographers	NA	10.21	NA	NA
Swtichbd opr-receptionists	5.92*	5.46	5.61	5.24*
Drafters V	NA	8.41(d)	8.55	8.93(d)
Electronics technicians	NA	13.39(a)	9.95	7.35*
Computer operators	NA	7.74(a)	8.05	7.96
Computer programmers (business)	NA	11.82(a)	11.91	NA
Maintenance & powerplant (men)				
Carpenters	NA	NA	NA	NA
Electricians	NA	12.15	NA	NA
Engineers, stationary	NA	NA	NA	NA
Machinists	NA	12.29	NA	NA
Mechanics (machinery)	NA	10.92	10.64	NA
Tool & die makers	NA	NA	10.54	NA
Custodial & material movement (men)				
Guards	4.46*	8.24	5.99	NA
Janitors, porters & cleaners	5.05*	7.78	5.13	6.76
Laborers, material handling	NA	7.64	5.51	6.30
Shipping & receiving clerks	6.40	5.84(a)	6.82	5.64
Truckdrivers	7.86*	6.92	8.06	6.50*
Forklift operators	NA	9.59	6.34	4.49(a)

*Computed from available statistics
(a) Mfg. & nonmfg. combined
(c) Men & women
(d) Drafters, no class distinction
NA = Not available

See Florida By Phone.

Before you pick up and move your company, pick up your phone and dial: 813-866-5211.

We at Florida Power can give you in-depth, up-to-date information on Florida's industrial parks, plant sites, labor pools, energy management options — everything you need to know to make the most of your company's move to our great state.

Pick up your phone right now and call Ed Schons, our Manager of Economic Development. Or write him: Florida Power Corporation, 3201 34th St. South, P.O. Box 14042, St. Petersburg, FL 33733.

Florida Power

813-866-5211

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Sarasota	48.9	52.9
Sunrise	39.7	NA
Tallahassee	81.5	113.5
Tamarac	29.1	NA
Tampa	271.5	283.0
Titusville	31.9	33.6
West Palm Beach	62.5	66.1

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Bradenton	148.4	169.6
Daytona Beach	258.8	291.4
*Fort Lauderdale—Hollywood—Pompano Beach	1,014.0	1,121.0
*Fort Myers—Cape Coral	205.3	244.1
Fort Pierce	NA	181.8
Fort Walton Beach	109.9	117.2
Gainesville	151.3	188.0
Jacksonville	737.5	759.9
Lakeland—Winter Haven	321.7	351.1
*Melbourne—Titusville—Palm Bay	273.0	300.7
*Miami—Hialeah	1,626.0	1,764.5
Naples	NA	106.1
Ocala	122.5	145.3
Orlando	700.7	804.5
Panama City	97.7	104.9
Pensacola	289.8	306.5
Sarasota	202.3	233.5
Tallahassee	159.5	204.6
*Tampa—St. Petersburg—Clearwater	1,569.5	1,787.8
*West Palm Beach—Boca Raton—Delray Beach	573.1	664.5

*SMSA renamed in federal government's latest revisions.
NA = not available

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
FLORIDA	503.1	41.2	7.74
Daytona Beach	10.7	NA	NA
Fort Lauderdale — Hollywood	44.8	42.1	7.44
Fort Myers—Cape Coral	4.3	NA	NA
Gainesville	4.9	NA	NA
Jacksonville	34.1	42.0	8.51
Lakeland—Winter Haven	19.6	41.4	7.82
Melbourne—Titusville—Coca	28.7	NA	NA
Miami	92.5	39.4	6.31
Orlando	42.5	41.9	7.93
Pensacola	12.9	41.9	9.04

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So if your business is affected by technology and planning for the future (and these days, which business isn't?), Florida's a great place to see it grow.

Write Steve Mayberry, Director, Division of Economic Development, Florida Department of Commerce, Suite PL-19, The Collins Building, Tallahassee, Florida 32301. Or call (904) 488-5507.

And don't delay. Because the future belongs to those who prepare for it.

FLORIDA

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FLORIDA

Sarasota		
6.4	NA	NA
Tallahassee		
3.2	NA	NA
Tampa—St. Petersburg		
81.4	41.2	7.69
West Palm Beach—Boca Raton		
34.7	39.6	7.56

NA = not available

Unemployment

*Major Market Areas—9/84**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
FLORIDA		
5,184.2	319.1	6.2
Daytona Beach		
128.6	6.7	5.2
Fort Lauderdale—Hollywood		
541.0	25.5	4.7
Fort Myers—Cape Coral		
114.2	5.3	4.6
Gainesville		
88.9	3.2	3.6
Jacksonville		
387.3	20.6	5.3
Lakeland—Winter Haven		
148.5	19.9	13.4
Melbourne—Titusville—Cocoa		
150.3	7.1	4.7
Miami		
883.7	64.3	7.3
Orlando		
459.5	24.3	5.3
Pensacola		
144.2	8.8	6.1
Sarasota		
94.1	4.3	4.5
Tallahassee		
96.1	3.6	3.8
Tampa—St. Petersburg		
810.7	38.7	4.8
West Palm Beach—Boca Raton		
324.8	21.2	6.5

*Preliminary figures

State Employment Security Agency

For additional labor market information:
Dept. of Labor & Employment Security,
Caldwell Bldg., Rm. 201, Tallahassee,
32301
Office of the Secretary:
904/488-4398
Div. of Labor Employ. & Training:
904/488-7228
Office of Research & Info.:
904/488-1048
Div. of Unemployment Comp.:
904/488-6093
Div. of Workers' Comp:
904/488-2514

Industrial Mix—1983

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
3,893.0	. . . .	. . . .
MANUFACTURING		
484.2	40.7	7.33
Primary metal industries—SIC 33		
4.9	41.1	7.63
Fabricated metal products—SIC 34		
31.9	41.2	7.52
Machinery, except electrical—SIC 35		
37.5	41.7	7.76
Electric & electronic equip.—SIC 36		
67.5	42.6	7.73
Transportation equipment—SIC 37		
49.6	40.3	9.17
Instruments & related prods.—SIC 38		
12.0	40.9	7.44
Food & kindred products—SIC 20		
49.4	41.9	6.82
Textile mill products—SIC 22		
2.2	. . . .	. . . .
Apparel & other textile prods.—SIC 23		
32.7	34.9	4.70
Paper & allied products—SIC 26		
15.2	44.5	10.38
Printing & publishing—SIC 27		
48.7	39.0	8.21
Chemicals & allied products—SIC 28		
26.1	42.2	9.57
Rubber & misc. plastics prods.—SIC 30		
16.2	40.5	5.42

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TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Boca Raton 3, 5 (Fort Lauderdale)
Boynton Beach 3, 5 (West Palm Beach)
Bradenton 5 (Sarasota)
Cape Coral (Ft. Myers)
Clearwater 5 (Tampa)
Coral Gables 5 (Miami)
Coral Springs (Ft. Lauderdale)
Daytona Beach 3, 35, 37, 61, 64
Deerfield Beach 3, 5 (Ft. Lauderdale)
Delray Beach 3, 5 (W. Palm Beach)
Dunedin 5 (St. Petersburg)
Fort Lauderdale 3, 5, 6, 18, 21, 23, 28, 31, 33-35, 37, 41, 43, 56-58, 62-66, 69, 73-77, 80
Fort Myers 5, 21, 35, 37, 57, 58, 64, 69, 76
Fort Pierce 3 (West Palm Beach)
Gainesville 5, 6, 37, 64
Hallandale 3, 5 (Ft. Lauderdale)
Hialeah 3, 5 (Miami)
Hollywood 3, 5 (Fort Lauderdale)
Jacksonville 3-5, 15, 21, 35, 37, 58, 60, 61, 64, 69, 73, 75, 76
Lakeland (Tampa)
Lake Worth 3, 5 (W. Palm Beach)
Largo 5 (St. Petersburg)
Lauderdale Lakes (Ft. Lauderdale)
Lauderhill (Ft. Lauderdale)
Margate (Ft. Lauderdale)
Melbourne 3, 35, 37, 60, 64
Merritt Island (Melbourne)
Miami 3-14, 17, 20-41, 43-54, 56-63, 65, 69, 70-72, 74-76, 78, 79
Miami Beach (Miami)
Miramar (Ft. Lauderdale)
No. Miami 3 (Miami)
No. Miami Beach 3 (Miami)
Ocala 5, 19, 69
Orlando 5, 15, 16, 19, 21, 34, 35, 37, 41, 42, 54-59, 61, 64, 65, 68, 73, 75-77
Panama City 1, 15, 35, 37, 64, 65
Pembroke Pines (Ft. Lauderdale)
Pensacola 2, 5, 15, 34, 35, 37, 64, 66-68
Pinellas Park 5 (St. Petersburg)
Plantation Park (Ft. Lauderdale)
Pompano Beach 3, 5 (Ft. Lauderdale)
Riviera Beach 3, 5 (W. Palm Beach)
St. Petersburg 5, 23, 41, 58, 60
Sarasota 5, 18, 35, 37, 58, 60, 64, 65, 69, 76
Sunrise (Ft. Lauderdale)
Tallahassee 5, 23, 35, 37, 64, 65, 68, 73
Tamarac (Ft. Lauderdale)

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(305) 855-7972.

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FLORIDA

Tampa 5, 12, 15, 21-23, 26, 31, 34, 35, 37, 41, 42, 54, 56-61, 64, 65, 69, 73, 75-77
Titusville 3 (Orlando)
West Palm Beach 3, 5, 6, 21, 26, 31, 33, 35, 37, 43, 54, 56-60, 64, 68, 73, 75-77

Railroads

1. Atlanta & St. Andrews Bay Railway
2. Burlington Northern R.R. Co.
3. Florida East Coast Railway Co.
4. Norfolk Southern
5. Seaboard System Railroad

Airlines

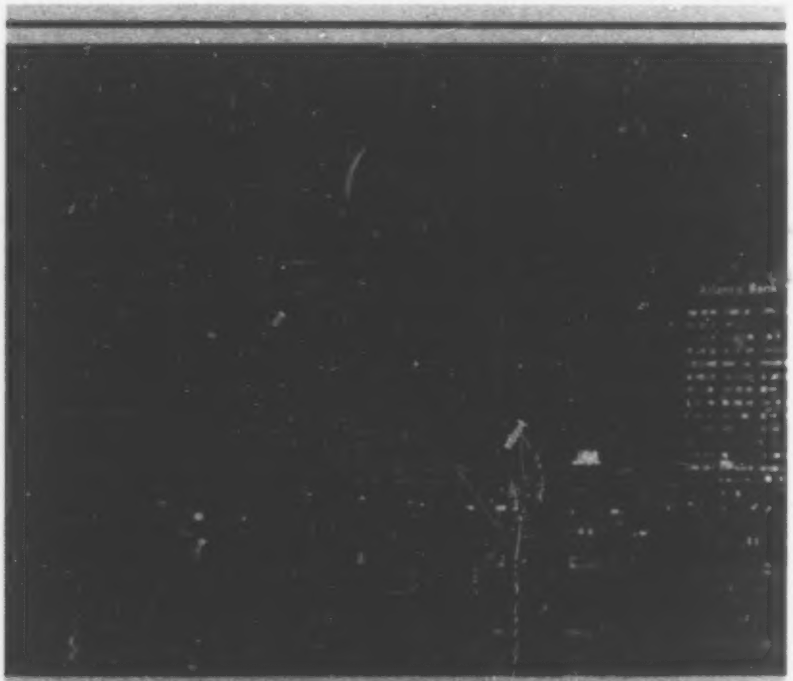
6. Aero Coach Aviation Int'l
7. Aerolineas Argentinas
8. AeroMexico
9. AeroNica
10. Aero Peru
11. Air Atlanta
12. Air Canada
13. Air France
14. Air Jamaca
15. Air New Orleans
16. Air Niagara
17. Air Panama Int'l
18. Air Sunshine
19. Allegheny Commuter
20. ALM-Antillean
21. American
22. Arrow Air
23. Atlantic Gulf Airlines
24. Avianca
25. Aviateca
26. Bahamasair
27. Braniff
28. British Airways
29. BWIA Int'l
30. Capitol Air
31. Caribbean Express
32. Cayman Airways
33. Chalks Int'l
34. Continental
35. Delta
36. Dominicana
37. Eastern
38. Ecuatoriana
39. El Al
40. Faucett
41. Florida Express
42. Frontier Horizon
43. Gull Air
44. Guyana Airways
45. Iberia
46. Lasca
47. Ladeco-Linea Aereo Del Colore
48. Lan Chile
49. LAP
50. Lloyd Aereo Boliviano
51. Lufthansa
52. Marco Island Airways
53. Mexicana
54. Midway Express
55. New York Air
56. Northeastern Int'l
57. Northwest
58. Ozark
59. Pan American
60. People Express
61. Piedmont
62. Pompano Airways
63. Pro Air Services
64. Provincetown-Boston
65. Republic
66. Royale Airlines
67. Scheduled Skyways
68. Skyway Commuter
69. Southern Express
70. Surinam Airways
71. Taca
72. Tar
73. Trans Air
74. Tropical Helicopter
75. TWA
76. United
77. USAir
78. Varig
79. Viasa
80. Walkers Int'l

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Boca Raton — 4e, 19g
Boynton Beach — 4e
Bradenton — 4e
Clearwater — 5e, 2g
Coral Gables — 4e, 1g
Coral Springs — 4e
Daytona Beach — 4e, 3g
Deerfield Beach — 4e
Delray Beach — 4e
Dunedin — 5e, 2g
Fort Lauderdale — 4e, 19g
Fort Myers — 4e
Fort Pierce — 7eg
Gainesville — 9e, 8g
Hallandale — 4e, 1g
Hialeah — 4e, 1g
Hollywood — 4e, 19g
Jacksonville — 12e, 3g
Lakeland — 14e, 3g
Lake Worth — 15e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P.O. Box 390, Suite 10KB1
Jacksonville, Florida
32201-0390

upi United Property Investors, Inc.
Exclusive Leasing Agent

Circle 38 on Brochure Service Card

Largo — 5e, 2g
Lauderdale Lakes — 4e
Lauderhill — 4e
Margate — 4e
Melbourne — 4e, 1g
Merritt Island — 4e, 1g
Miami — 4e, 1g
Miami Beach — 4e, 19g
Miramar — 4e, 1g
North Miami — 4e, 1g, 19g
North Miami Beach — 4e, 1g, 19g
Ocala — 16e
Orlando — 17e, 3g
Panama City — 11e, 10g
Pensacola — 11e, 18g
Pembroke Pines — 4e, 1g
Pinellas Park — 5e
Plantation — 4e
Pompano Beach — 4e, 19g
Riviera Beach — 4e
St. Petersburg — 5e, 3g
Sarasota — 4e, 20g
Sunrise — 4e
Tallahassee — 21eg
Tamarac — 4e
Tampa — 22e, 19g
Titusville — 4e, 1g
West Palm Beach — 4e, 6g

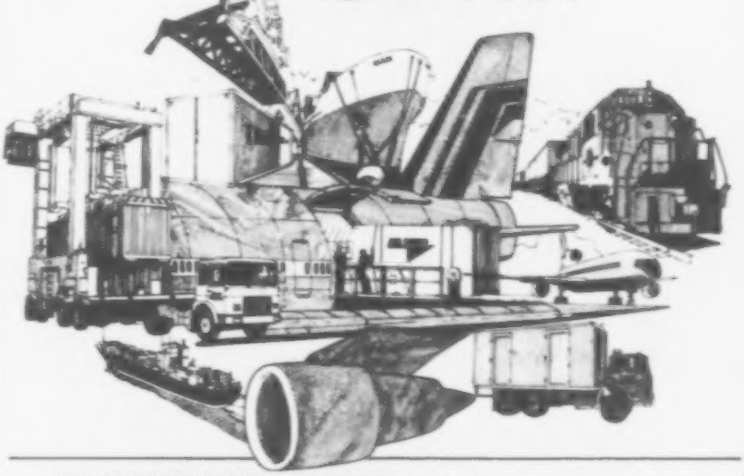
1. City Gas Co. of Florida
   955 E. 25th St., Hialeah 33013
2. Clearwater Utilities Dept., Gas Div.
   P.O. Box 4749, Clearwater 33518-4749
3. Florida Gas Transmission Co.
   1560 N. Orange Ave., Winter Park 32790
4. Florida Power and Light Co.
   9250 W. Flagler St., Miami 33174
5. Florida Power Corp.
   3201 34th St. S., Box 14042
   St. Petersburg 33733
6. Florida Public Utilities Co.
   401 S. Dixie Hwy., P.O. Drawer C
   W. Palm Beach 33402
7. Fort Pierce Util. Auth., Elec. Dept.
   206 S. 6th St., Box 3191
   Fort Pierce 33454; Fort Pierce Utilities Auth., Gas Dept. 101 Ave. C, Fort Pierce 33448
8. Gainesville Gas Co.
   530 W. University Ave., Gainesville 32601
9. Gainesville Regional Utilities
   200 E. University Ave., P.O. Box 490
   Gainesville 32602
10. Gulf Natural Gas Co.
    301 Maple Ave., Panama City 32401
11. Gulf Power Co.
    75 N. Pace Blvd., Box 1151
    Pensacola 32520
12. Jacksonville Electric Authority
    233 W. Duval, Box 53015
    Jacksonville 32202
13. Key West Utility Bd.
    1001 James St., P.O. Box 1060
    Key West 33040
14. Lakeland Dept. of Utilities
    1000 E. Parker St., Lakeland 33801
15. Lake Worth Utilities Auth.
    114 College St., Lake Worth 33460
16. Ocala Electric Utility
    P.O. Box 1270, Ocala 32678
17. Orlando Utilities Comm.
    500 S. Orange Ave., Box 3193
    Orlando 32802
18. Pensacola Energy Services
    1625 Atwood Dr., Pensacola 32504
19. Peoples Gas System, Inc.
    P.O. Box 2562, Tampa 33601
20. Southern Gas Co.
    1565 State St., Sarasota 33578
21. Tallahassee Electric Dept.
    300 S. Adams St., Tallahassee 32301; Tallahassee Munic. Gas System, 2602 Jackson Bluff Rd., Tallahassee 32304
22. Tampa Electric Co.
    702 N. Tampa St., P.O. Box 111
    Tampa 33601

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Daytona Beach	58	81	900	2878
Fort Lauderdale	66	82	254	3933
Fort Myers	63	83	441	3699
Fort Pierce	63	81	500	3352
Gainesville	56	81	1069	2856
Hialeah	66	82	284	3815
Jacksonville	53	81	1402	2520
Key West	69	85	114	4756
Lakeland	61	82	618	3461
Melbourne	62	81	607	3225
Miami Beach	68	83	133	4150
Miami	67	82	199	4095
Orlando	61	82	656	3401
Pensacola	52	82	1571	2680
Pompano Beach	67	82	243	3957
St. Petersburg	62	83	545	3686
Tallahassee	52	81	1652	2492
Tampa	60	82	739	3324
Titusville	60	82	712	3184
West Palm Beach	65	82	262	3769

TAKE OFF...



TO PROFITABLE GROWTH MARKETS FROM THE NEWEST INTERNATIONAL MULTI-MODAL CENTER

THE ORLANDO TRADEPORT

An important new opportunity center is under development at Orlando International Airport. Known as the Orlando Tradeport, this project is the focal point for forward thinking companies in the distribution, assembly, manufacturing, import/export, or transshipment business.

Sophisticated rail and highway systems link the Tradeport to deepwater ports on the Atlantic and Gulf of Mexico. Two 12,000-foot runways allow the Tradeport to handle aircraft of any size. A significant portion of the property has direct frontage on large, reinforced aircraft ramps. This provides the user with a substantial edge in multi-modal capability.

The Orlando Tradeport is the ideal central location for serving the Sunbelt, South American and Caribbean markets from the U.S., Canada and Europe. The state's largest Foreign Trade Zone is located in the Tradeport, providing a versatile tool for dealing in the international marketplace.

Contact Project Director, Orlando Tradeport for complete information on this exciting opportunity area. Greater Orlando Aviation Authority, Post Office Box 30004 Orlando, Florida 32862 U.S.A. (305) 826-2444

ORLANDO TRADEPORT

Circle 35 on Brochure Service Card

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	335	24,120
Portland	3,600	188,600
Clays (value excl. kaolin)	875	32,432
Gem stones	NA	6
Lime	105	6,050
Peat	128	1,617
Sand & gravel:		
Construction	14,900	31,000
Industrial	380	4,000
Stone (crushed)	59,000	217,000
Combined value of clays (kaolin), magnesium compounds, phosphate rock, rare-earth concentrate, staurolite, titanium concentrates (ilmenite and rutile), and zircon concentrates		784,256
Grand Total Florida 1983		**1,289,081**

* = thousand short tons
NA = not available

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Mayberry, Steve, Dir.
Div. of Econ. Dev.
Florida Dept. of Commerce
Collins Bldg., Tallahassee, 32301
904/488-6300

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Boca Raton
Stewart, Franklin C., Pres.
Gtr. Boca Raton Chamber of Comm.
1800 N. Dixie Hwy., 33432
305/395-4433

Cocoa
McCauley, John, Exec. Dir.
Brevard Econ. Dev. Council
1519 Clearlake Road, 32922
305/632-1111

Daytona Beach
Anderson, David, R.E. Dir.
CTD Corp.
275 Williamson Blvd., 32015
904/255-7558

Fort Lauderdale
Garver, James A., C.I.D., Pres.
Frey, Michael V., Sr. Client Rep.
Broward Econ. Dev. Bd.
1001 N.W. 62nd St., Suite 308, 33309
305/491-3001

Gainesville
Snodgrass, Donald L., C.I.D.
Exec. V.P., Econ. Dev. Dir.
Area Chamber of Comm.
P.O. Box 1187, 32602
904/372-4305

Jacksonville
Indingaro, Joyce, V.P.
Florida Nat'l Bank
214 Hogan St., 32231
904/359-5921

Weber, Lawrence K.
United Property Investors
P.O. Box 390, Sta. 10KB1, 32201-0390
904/350-3332
Whittaker, E. H., Ind. Dev. Mgr.
Seaboard System Railroad
P.O. Box 2848
904/388-9180

Kissimmee
McCarty, William L., Exec. Dir.
Osceola Cty. Comm. of 100
320 E. Monument Ave., 32741
305/847-3174

Lakeland
Hamilton, John M., C.I.D., Ind. Div. Mgr.
Lakeland Chamber of Comm.
P.O. Box 3538, 33802
813/688-8551

Miami
Haley, John H., Jr., Exec. Dir.
Dade Cty. Ind. Dev. Auth.
Airport Exec. Tower #2
7270 N.W. 12th St., Ste. 160, 33126
305/591-9881
Freeman, Lester, Sr. V.P.
Southeast Bank, N.A.
100 S. Biscayne Blvd., 33131
305/577-3882
Smith, Stephen H., Pres.
Stephen H. Smith & Co.
8725 N.W. 18th Terr., 33172
305/591-3044

Orange Park
Fox, Virgil F., C.I.D., Econ. Dev. Dir.
Clay Cty. Dev. Auth.
2111 Smith St., 32073
904/264-7373

Orlando
Harris, Roy L., Jr., Pres.
Ind. Div. Cmsn. of Mid-Fla., Inc.
P.O. Box 2144, 32802
305/422-7159
Hoag, Arthur H., Jr.
Hoag-Wismar Partnership
1200 Edgewater Dr., 32804
305/423-5525
Lamsens, David M.
Orlando Central Park, Inc.
7100 Lake Ellenor Dr., 32809
305/855-7972
Project Director
Orlando Tradeport
Gtr.Orlando Aviation Auth.
P.O. Box 30004, 32862
305/826-2444

Pensacola
Hombroek, Adrian B., Econ. Dev. Mgr.
Gulf Power Co.
P.O. Box 1151, 32520
904/434-8371
McLemore, Harry K., C.I.D., Exec. Dir.
Pensacola-Escambia Dev. Cmsn.
803 N. Palafox St., 32501
904/433-3065

Tallahassee
Brown, James W.
Tallahassee Chamber of Comm.
P.O. Box 1639, 32302
904/224-8116

St. Petersburg
Schons, Edward L., Econ. Dev. Mgr.
Florida Power Corp.
P.O. Box 14042, 33733
813/866-5211

Tampa
Ryan, James P., Jr., Area Dev. Mgr.
Gen. Telephone Co. of Fla.
P.O. Box 110, 33601
813/224-4133

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We'll bet on it.

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And we'll get you.
And you'll get us.

Phone or write Mr. John McCauley, Executive Dir.,

Brevard Economic Development Council
1519 Clearlake Rd., Cocoa, FL 32922
305/632-1111

Circle 26 on Brochure Service Card

Titusville

Grodhaus, George H., Exec. Dir.
N. Brevard Dev. Cmsn.
P.O. Box 1960, 32780
305/269-3221

West Palm Beach

Fruth, William H., Exec. Dir.
Palm Beach Cty. Dev. Bd.
2001 Palm Beach Lakes Blvd., 33409
305/684-2401

ATLANTA
GEORGIA

STATE INFORMATION:

Assistance to industry:

- Site location
- Industrial revenue bonds
- Tax incentives
- Production worker training

Tax rates:

Corporate income tax 6%
Personal income tax 1%-6%
Real & personal property tax ....1% of FMV (average)
Sales tax 3%-5%
Franchise tax .... function of apportioned net worth; maximum tax is $5,000

Advanced education facilities:

Four-year colleges & universities 37
Two-year or junior colleges 24
Vocational & business schools 30

Source: **Georgia Department of Industry and Trade**

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
GEORGIA	5,464.3	5,777.4
Albany	73.9	85.7
Athens	42.5	43.3
Atlanta	425.0	420.5
Augusta	47.5	45.9
Columbus	169.4	167.8
East Point	37.5	NA
Macon	116.9	117.1
Marietta	30.8	35.3
Rome	29.7	NA
Savannah	141.6	144.6
Valdosta	37.6	NA
Warner Robins	39.9	42.6

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Albany	112.7	117.1
Athens	130.0	137.2
Atlanta	2,029.6	2,320.0
Augusta, GA/SC	327.4	365.5
Chattanooga, TN/GA	426.5	433.0
Columbus, GA/AL	239.2	237.0
*Macon—Warner—Robbins	254.6	273.0
Savannah	230.7	226.7

*SMSA renamed in federal government's latest revisions.

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
GEORGIA	538.9	40.8	7.65
Albany	11.0	NA	NA
Athens	14.8	NA	NA
Atlanta	156.5	40.2	9.07
Augusta	33.8	NA	NA
Columbus	22.0	NA	NA
Macon	16.8	NA	NA
Savannah	16.6	45.1	10.03

NA = not available

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
GEORGIA	2,814.4	162.4	5.8
Albany	53.5	4.5	8.4
Athens	64.1	3.4	5.2
Atlanta	1,182.4	53.2	4.5
Augusta	134.8	9.2	6.8
Columbus	91.8	6.7	7.2
Macon	109.6	7.4	6.7
Savannah	99.0	7.3	7.3

*Preliminary figures

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	2,272.2	....	....
MANUFACTURING	508.7	41.1	7.13
Primary metal industries—SIC 33	15.0	41.2	[illegible].19
Fabricated metal products—SIC 34	19.2	42.5	7.42
Machinery, except electrical—SIC 35	20.7	41.1	7.39
Electric & electronic equipment—SIC 36	24.9	44.2	8.08
Transportation equipment—SIC 37	35.2	42.7	12.38
Food & kindred products—SIC 20	58.3	39.6	6.60
Textile mill products—SIC 22	103.1	41.5	6.12
Apparel & other textile prods.—SIC 23	69.2	37.1	4.74
Paper & allied products—SIC 26	27.9	45.4	10.45
Printing & publishing—SIC 27	26.7	....	....
Chemicals & allied products—SIC 28	17.8	42.6	8.91

State Employment Security Agency

For additional labor market information: Georgia Dept. of Labor, Labor info. Systems, 254 Washington St., S.W., Atlanta, 30334, 404/656-3178

ENVIRONMENT CONTROLS:

Air & Water Pollution

Environ. Protection Div., Dept. of Natural Resources, 270 Washington Street, S.W., Atlanta, 30334, 404/656-4713

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Albany 1, 2, 12, 22
Athens 1, 2, 7, 12, 24
Atlanta 1, 2, 3-6, 8-15, 17-20, 22-27
Augusta 1, 2, 8, 12, 13, 20
Columbus 1, 2, 12
East Point 1, 2 (Atlanta)
Macon 1, 2, 12
Marietta 2 (Atlanta)
Rome 1 (Atlanta)
Savannah 1, 2, 5, 12, 13, 16, 20, 21
Valdosta 1, 2, 12
Warner Robins (Macon)

Railroads

1. Norfolk Southern Corp.
2. Seaboard System Railroad

Airlines

3. Air Atlanta
4. Air Jamaica
5. American
6. Atlantic Gulf Airlines
7. Atlantic Southeast
8. Atlantis Airlines
9. Bahamasair
10. Best
11. British Caledonia
12. Delta
13. Eastern
14. KLM
15. Lufthansa
16. New York Air
17. Northwest
18. Ozark
19. Pan American
20. Piedmont
21. Provincetown-Boston

22. Republic
23. Sabena
24. Sunbird Airlines
25. Trans Southern Airways
26. TWA
27. United

State Employment Security Agency

For additional labor market information: Georgia Dept. of Labor, Labor Info. Systems, 254 Washington St., S.W., Atlanta, 30334, 404/656-3178

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albany — 1eg, 6e
Athens — 6e, 2g
Atlanta — 6e, 2g
Augusta — 6e, 2g
Columbus — 6e, 9g
East Point — 4e, 6e, 2g
Macon — 6e, 2g
Marietta — 6e, 7e, 2g, 3g
Rome — 6e, 2g
Savannah — 8e, 2g
Valdosta — 6e, 2g
Warner Robins — 5e, 10g

1. Albany Water, Gas & Light Cmsn.
   207 Pine Ave., Albany 31703
2. Atlanta Gas Light Co.
   235 Peachtree St., N.E., P.O. Box
   4569, Atlanta 30302
3. Austell Natural Gas System
   2716 Broad St., S.W., Austell 30001
4. East Point Electric Dept.
   City Hall Annex, East Point 30344
5. Flint Electric Membership Corp.
   P.O. Box 308, Reynolds 31076
6. Georgia Power Co.
   333 Piedmont Ave., Atlanta 30308
7. Marietta Bd. of Light & Water Wks.
   205 Lawrence St., Marietta 30060
8. Savannah Elec. and Power Co.
   600 Bay St. E., Savannah 31402
9. United Cities Gas Co.
   1200 Parkway Towers
   Nashville, TN 37219
10. Warner Robins City Gas System
    700 Watson Blvd., Warner Robins
    31093

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	7,582	536,682
Gem stones	NA	20
Sand & gravel:		
Construction	3,800	8,000
Industrial	550	6,800
Stone:		
Crushed	42,000	175,000
Dimension	240	19,689
Talc	12	84
Combined value of barite, bauxite, cement, feldspar, iron oxide pigments (crude), kyanite, mica (scrap), and peat		62,890
Grand Total Georgia 1983		**809,165**

* = thousand short tons
NA = not available

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Albany	49	81	2062	2396
Athens	42	79	2965	1680
Atlanta	42	79	3021	1670
Augusta	45	81	2568	1935
Columbus	46	81	2356	2152
Macon	47	81	2279	2217
Rome	42	78	3122	1601

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Berry, George, Cmsr.
Georgia Dept. of Ind. & Trade
230 Peachtree St., N.W.
P.O. Box 1776, Atlanta, 30301
404/656-3556

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Atlanta

Cassell, Robert B., C.I.D., Exec. Dir.
Southern Ind. Dev. Council
1584 Tullie Circle, N.E.
Suite 132, 30329
404/636-0969

Cooper, Roy B., Econ. Dev. & Res. Dir.
Atlanta Chamber of Comm.
1300 N. Omni Int'l, 30303
404/521-0845

Cornell, William Glenn, C.I.D.
V.P., Econ. Dev.
Citizens & Southern National Bank
P.O. Box 4899, 30399-4899
404/581-4866

Inglis, Joseph H., Ind. Dev. Mgr.
Georgia Power Co.
P.O. Box 4545, 30302
404/526-2203

West, M. T., Ind. Dev. Asst. Dir.
Purvis, W. F., Ind. Dev. Asst. Mgr.
Seaboard System Railroad
1590 Marietta Blvd., N.W., 30318
404/352-2182

Columbus

West, James F., Jr., Econ. Dev. Dir.
Columbus Chamber of Comm.
P.O. Box 1200, 31902
404/327-1566

Decatur

Nolan, Nancy, Econ. Dev. Mgr.
DeKalb Chamber of Comm.
750 Commerce Dr., Ste. 201, 30030
404/378-8000

Macon

Gatlin, Charles R., C.I.D., Exec. Dir.
Forward Macon, Inc.
P.O. Box 207, 31202-0207
912/741-8017

Rome

Leak, Robert E., Jr., Exec. Dir.
Rome & Floyd Cty. Ind. Dev. Cmsn.
P.O. Box 5591, 30162
404/295-3141

MARYLAND-D.C.

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for industrial real estate, machinery, & equipment
- Bonds for pollution control
- Mortgage guarantees for industrial real estate, machinery, & equip.
- Training assistance
- Foreign trade zones
- Enterprise zones

Tax rates:

Corporate income tax	7%
Personal income tax	2 to 5%
Personal property tax	$.21/$100 (full credit on income tax; no state personal property tax on business)
Sales tax	5% (no sales & use tax on mfg. machinery & equipment)
Inventory tax	same as property (credited against state income tax)
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	35 (+ 19 in D.C.)
Two-year or junior colleges	23 (none in D.C.)
Vocational & business schools	331

Medical facilities:

Hospitals	59
Nursing & related care facilities	187

Labor analysis:

Public high school graduates	52,446
Nonagri. workers in unions	22.6%

Source: **Maryland Department of Economic and Community Development**

ENVIRONMENT CONTROLS:

Air Pollution

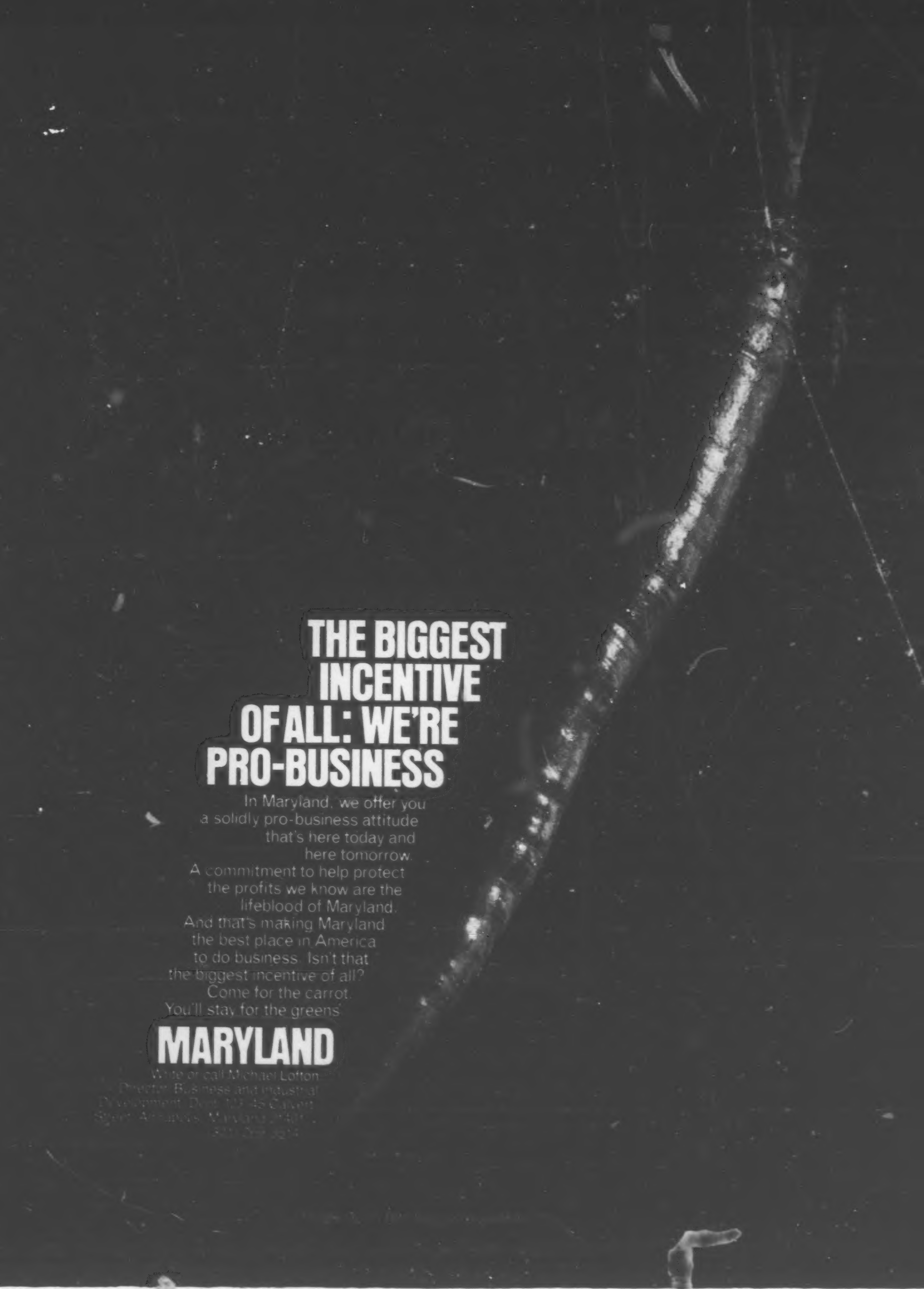
George P. Ferreri, Dir., Air Mgmt. Admin., Dept. of Health & Mental Hygiene, 201 West Preston St., Baltimore, 21201, 301/383-2779

Noise Control

David L. Resh, Jr., Admin., Community Health Mgmt. Programs, Off. of Environ. Programs, Dept. of Health & Mental Hygiene (same address as above), 301/383-2754

Waste Management

Ronald Nelson, Dir., Waste Mgmt. Admin., Off. of Environ. Programs, Dept. of Health & Mental Hygiene (same address as above), 301/383-3123



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MARYLAND

Write or call Michael Lofton
Director, Business and Industrial
Development, Dept. [illegible] 45 Calvert
Street, Annapolis, Maryland [illegible]
[illegible]

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Economic Development Office
Howard County, Maryland
3430 Court House Drive
Ellicott City, MD 21043

HOWARD COUNTY, MARYLAND.

Circle 40 on Brochure Service Card

Water Pollution

Richard B. Sellars, Jr., Dir., Water Mgmt. Admin., Off. of Environ. Programs, Dept. of Health & Mental Hygiene (same address as above), 301/383-2737

State Employment Security Agency

For additional Maryland labor market information: Dept. of Employ. & Training, 1100 N. Eutaw St., Baltimore, 21201, 301/383-5600

For additional Washington, D.C., Labor market information: Dept. of Employment Services, Rm. 626, 500 C St., N.W., Washington, 20001, 202/639-1000

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1984
MARYLAND	4,216.4	4,327.7
Annapolis	31.7	34.3
Baltimore	786.8	755.5
Bowie	33.7	NA
Cumberland	25.9	24.8
Frederick	27.6	31.2
Gaithersburg	26.4	NA
Hagerstown	34.1	33.8
Rockville	43.8	44.7
DISTRICT OF COLUMBIA	637.7	618.4
Washington	637.7	618.4

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980 —Thousands—	Estimate 1984
Baltimore	2,174.0	2,248.6
Cumberland, MD/WV	107.8	105.9
Hagerstown	113.1	114.6
Washington DC/MD/VA	3,060.2	3,363.0
Wilmington, DE/NJ/MD	524.1	529.6

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Baltimore 8/84	Washington, DC/MD/VA 3/84
Office, professional & technical		
Clerks, payroll	8.38	*7.38
Secretaries	9.87	8.91
Stenographers	*9.50	(a)10.04
Switchbd opr-recept's	5.95	6.09
Drafters V	13.14	*11.90
Electronics technicians	12.85	8.81
Computer operators	9.03	8.34
Computer programmers (business)	11.62	*13.45
Maintenance & powerplant (men)		
Carpenters	13.00	*9.29
Electricians	13.29	*10.67
Engineers, stationary	13.17	*11.66
Machinists	13.44	NA
Mechanics (machinery)	12.74	NA
Tool & die makers	12.75	NA
Custodial & material movement (men)		
Guards	*10.11	7.16
Janitors, porters & cleaners	8.06	6.49
Laborers, mat'l hdlg	7.22	6.57
Ship & receive clerks	7.61	6.97
Truckdrivers	9.71	9.52
Forklift operators	8.73	9.23

*Computed from available statistics
(a) Mfg. & nonmfg. combined

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
MARYLAND	215.2	41.2	9.45
Baltimore SMSA	139.9	NA	NA
Baltimore City	52.0	41.6	9.90
DISTRICT OF COLUMBIA	14.5	NA	NA
Washington, D.C., SMSA	70.9	40.6	10.43

NA = not available

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MARYLAND	2,244.3	120.2	5.4
Baltimore	1,090.7	70.3	6.4
DISTRICT OF COLUMBIA	323.0	27.8	8.6
Washington, D.C., SMSA	1,858.1	75.7	4.1

*Preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Annapolis (Baltimore)
Baltimore 1, 2, 3, 5, 7-10, 12, 14-16, 18-21, 24, 25, 28, 31, 33, 34, 37-42
Bethesda 2 (Wash., D.C.)
Bowie 3 (Baltimore)
Cumberland 2, 18
Frederick 2 (Hagerstown)
Gaithersburg 2 (Wash., D.C.)
Hagerstown 2, 3, 4, 8, 34
Rockville 2 (Wash., D.C.)
Washington, D.C. 2-4, 6-9, 11-17, 19-23, 25-40

Railroads

1. Baltimore & Annapolis R.R. Co.
2. Chessie System Railroads
3. Conrail
4. Norfolk Southern Corp.

Airlines

5. Air Jamaica
6. Air One
7. Air Virginia
8. Allegheny Commuter
9. American
10. Atlantic Air
11. Braniff
12. British Airways
13. Brockway Air
14. Capitol Helicopters

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**Washington County Economic
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Hagerstown, Maryland 21740
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19. Delta
20. Eastern
21. Empire
22. Freedom Airlines
23. Frontier Horizon
24. Holiday Airlines
25. Icelandair
26. Jetstream Int'l
27. Midway Airlines
28. Newair
29. New York Air
30. Northwest
31. Ozark
32. Pan Am
33. People Express
34. Piedmont
35. Pilgrim Airlines
36. Ransome Airlines
37. Republic
38. Resort Airlines
39. TWA
40. United
41. USAir
42. World Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Annapolis — 1eg
Baltimore — 1eg
Bethesda — 6e
Bowie — 1e
Cumberland — 5e, 2g
Frederick — 5e, 3g
Gaithersburg — 6e
Hagerstown — 4e, 5e, 2g
Rockville — 6e
Washington, D.C. — 6e, 7g

1. Baltimore Gas & Elec. Co.
   P.O. Box 1475, Baltimore 21203
2. Columbia Gas Co. of Maryland Inc.
   200 Civic Center Dr., Columbus, OH 43215
3. Frederick Gas Co.
   924 East St., Frederick 21701
4. Hagerstown Mun. Elec. Light Plant
   600 S. Cannon Ave., Box 1498
   Hagerstown 21740
5. Potomac Edison Co.
   Downsville Pike, Hagerstown 21740
6. Potomac Elec. Power Co.
   1900 Pennsylvania Ave. N.W.
   Washington, D.C. 20068
7. Washington Gas Light Co.
   1100 H St., N.W., Washington, DC 20080

Maryland
Industrial Mix—1983

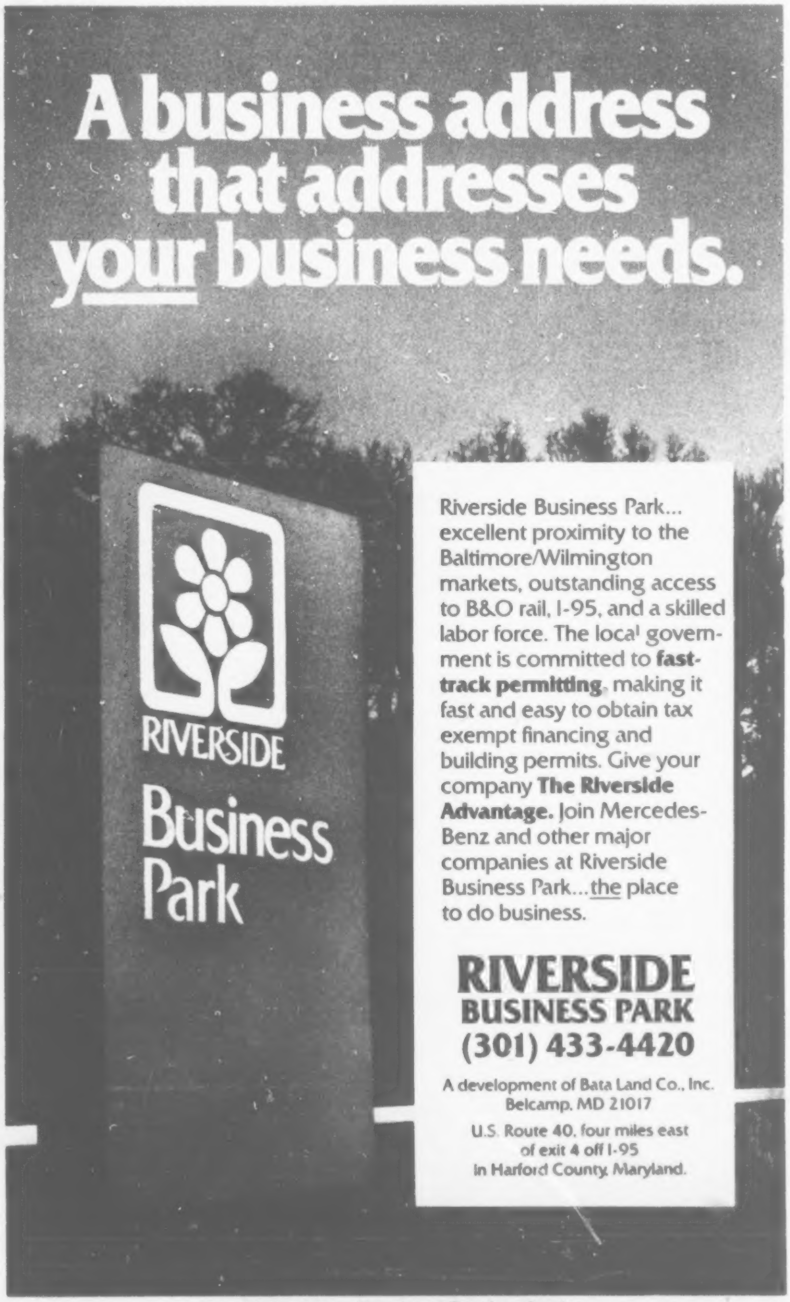
	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	1,699.6	. . . .	. . . .
MANUFACTURING	211.6	40.0	9.02
Primary metal industries—**SIC 33**	20.8	40.8	12.93
Fabricated metal products—**SIC 34**	8.7	42.0	9.09
Machinery, except electrical—**SIC 35**	16.2	40.4	9.66
Electric & electronic equipment—**SIC 36**	36.7	41.8	8.43
Transportation equipment—**SIC 37**	12.7	39.9	11.91
Instruments & related prods.—**SIC 38**	2.6	38.1	7.88
Food & kindred products—**SIC 20**	24.3	38.3	7.49
Apparel & other textile prods.—**SIC 23**	13.9	35.1	5.80
Paper & allied products—**SIC 26**	9.7	40.7	7.75
Printing & publishing—**SIC 27**	25.2	38.9	9.68
Chemicals & allied products—**SIC 28**	12.9	41.9	10.20
Rubber & misc. plastics prods.—**SIC 30**	9.0	41.7	7.38

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. ball clay)	447	1,515
Gem stones	NA	2
Lime	7	403
Peat	4	W
Sand & gravel (construction)	10,000	36,000
Stone:		
Crushed	16,900	72,000
Dimension	35	1,068
Combined value of cement, ball clay, and peat		90,891
Grand Total Maryland 1983		**201,879**

* = thousand short tons
NA = not available
W = withheld to avoid disclosing company propriety data



Riverside Business Park... excellent proximity to the Baltimore/Wilmington markets, outstanding access to B&O rail, I-95, and a skilled labor force. The local government is committed to **fast-track permitting**, making it fast and easy to obtain tax exempt financing and building permits. Give your company **The Riverside Advantage.** Join Mercedes-Benz and other major companies at Riverside Business Park...the place to do business.

RIVERSIDE BUSINESS PARK
(301) 433-4420

A development of Bata Land Co., Inc.
Belcamp, MD 21017

U.S. Route 40, four miles east
of exit 4 off I-95
in Harford County, Maryland.

Circle 41 on Brochure Service Card

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Baltimore	33	77	4706	1138
College Park	34	77	4455	1203
Washington	31	76	5004	970

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Lofton, Michael, Dir.
Md. Office of Bus. & Ind. Dev.
Md. Dept. of Econ. & Comm. Dev.
45 Calvert St.
Annapolis, 21401
301/269-3514; Telex: 87788

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Annapolis

Doupnik, F. Russell, Econ. Dev. Admin.
Off. of Econ. Dev., Anne Arundel Cty.
Rm. 416, Arundel Ctr., 21404
301/224-7268

Baltimore

Moyer, Donald D., Dir.
Econ. Dev. Council of Gtr. Baltimore
2 Hopkins Plaza, Suite 920, 21201
301/727-0447

O'Keefe, Joseph F., R.E. & Ind. Dev. Mgr.
Chessie System Railroads
100 N. Charles St., 21201
301/237-2688

Belcamp

McGee, Bob
Riverside Business Park
c/o Bata Land Co., Inc.
P.O. Box 35, 21017
301/433-4420

Bethesda

Kavanagh, John C., Cons.
Econ. Research Council
7315 Wisconsin Ave.
Suite 727-E, 20814
301/951-1072

Ellicott City

Collins, Frank
Econ. Dev. Office, Howard Cty
3430 Court House Dr., 21043
301/992-2027

Hagerstown

Burtner, Leroy R., Dir.
Wash. Cty. Econ. Dev. Cmsn.
Court House Annex, 21740
301/791-3080

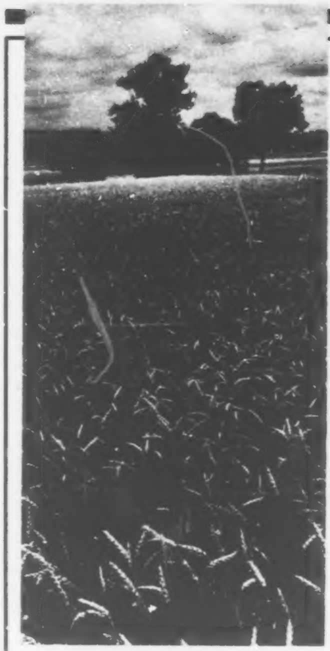
Rockville

Morfessis, Ioanna T., Dir.
Off. of Econ. Dev.
Montgomery Cty. Gov't
Exec. Office Bldg.
101 Monroe St., Suite 1500, 20850
301/251-2345

WASHINGTON, D.C.

Boley, Robert E., Exec. V.P.
Society of Ind. Realtors
777 14th St., N.W., 20005
202/383-1150

Boyle, M. Ross, Sr. V.P.
McManis Assoc., Inc.
1201 Conn. Ave., N.W., #300, 20036
202/466-7680



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Because they know a great location when they see one! And this is what they saw in the Air Business Center • a 96-acre corporate community • a central location just 1 hour from the port of Baltimore • the good company of local, national and international firms • close proximity to quality educational facilities and county government • the lowest tax rate in the Baltimore metropolitan area.

In other words, they saw opportunity. And with the Carroll County Airport adjacent to the Air Business Center, they have the unique advantage of being able to taxi their plane right up to their facility. That means when opportunity knocks, they're ready to take-off for the challenge — no matter where it is!

If you know a good location when you see one, you'll want to see the Air Business Center.

For more information, call G. Melvin Mills at (301) 848-4500 Ext. 336. Or write to us at: 225 North Center Street, Westminster, Maryland 21157.

AIR BUSINESS CENTER
INDUSTRIAL PARK

Circle 39 on Brochure Service Card

Murphy, Dennis C., Bus. Dev. Mgr.
Gtr. Wash. Board of Trade
1129 20th St., N.W., 20036
202/857-5966

Westminster

Mills, G. Melvin
Air Business Center Ind. Park
225 N. Center St., 21157
301/848-4500 Ext. 336

NORTH CAROLINA

STATE INFORMATION:

Financial assistance to industry:

- Free job training to any industry creating 12 or more new jobs
- Land & equip. for pollution abatement exempt from local property tax
- Industrial revenue bond financing

Tax rates:

Corporate income tax	6%
Personal income tax	3%-7%
Real & personal property tax, weighted average (1983-1984):	
Rural	$.688/100
Urban	$1.303/100
Inventory tax credit	credit allowed on corporate income tax for property tax paid on manufacturers' "excessive" inventories of raw materials & goods in process
Sales & use tax:	
General	3% (1.5% local option)
Equip. & machinery	1% with $80.00 maximum/item
Incorporation tax (lx)	$.80/$1,000.00
Franchise tax	$1.50/$1,000.00
Gasoline tax	$.12/gal.
Per capita state & local taxes (1983)	$911.00

Advanced education facilities:

Four-year colleges & universities	47
Enrollment	173,856
Two-year or junior colleges	7
Enrollment	16,445
Community colleges/technical institutes	58
Enrollment	111,801

Labor analysis:

Labor force (1983)	2,946,000
Employment (1983)	2,684,000

THE
FISH
STORY

WE NET BIG ONES

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Barbara Boster, C.I.D.
Gaston County
Economic Development Commission
P.O. Box 2168
Gastonia, N.C. 28053
704 867-4771

Circle 44 on Brochure Service Card

Unemployment (1983)	262,000
Rate of unemployment	8.9%
Mfg. workers in unions	5.9%
High School graduates	66,803

Scurce: **North Carolina Dept. of Commerce**

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
NORTH CAROLINA	5,874.4	6,120.3
Asheville	53.3	59.8
Burlington	37.3	38.1
Chapel Hill	32.4	34.7
Charlotte	314.4	339.6
Durham	100.8	103.7
Fayetteville	59.5	62.2
Gastonia	47.3	47.8
Goldsboro	31.9	NA
Greensboro	155.6	158.4
Greenville	35.7	NA
Hickory	NA	26.2
High Point	64.1	68.4
Kingston	25.2	NA
Raleigh	149.8	165.4
Rocky Mount	41.3	NA
Wilmington	44.0	45.3
Wilson	34.4	NA
Winston-Salem	131.9	140.5

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Asheville	177.8	165.6
Burlington	99.1	98.5
*Charlotte—Gastonia—Rock Hill, NC/SC	743.9	1,013.3
Fayetteville	247.2	260.5
Greensboro—Winston-Salem—High Point	827.4	880.3
Hickory	130.2	211.8
Jacksonville	112.8	120.0
*Norfolk—Virginia Beach—Newport News, VA/NC	806.7	1,210.7
Raleigh—Durham	530.7	600.3
Salisbury—Concord	185.1	NA
Wilmington	139.2	109.7

*SMSA renamed in federal government's latest revisions.
NA = not available

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
NORTH CAROLINA	815.2	39.4	7.07
Asheville	20.8	41.2	7.03
Charlotte—Gastonia	93.3	40.6	7.09
Greensboro—Winston-Salem—High Point	148.4	39.2	7.77
Raleigh—Durham	52.5	41.3	8.13

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NORTH CAROLINA	3,073.5	193.6	6.3
Asheville	88.8	5.3	6.0
Charlotte—Gastonia	391.9	19.4	5.0
Greensboro—Winston-Salem—High Point	459.5	24.6	5.4
Raleigh—Durham	343.9	11.5	3.4

*Preliminary figures

State Employment Security Agency

For additional labor market information: Labor Resources Section, N.C. Dept. of Commerce, 430 N. Salisbury St., Raleigh, 27611, 919/733-4094

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Greensboro-Winston Salem-High Point 8/84
Office, professional & technical	
Clerks, payroll	6.11
Secretaries	8.88
Stenographers	NA
Switchbd opr-recept's	5.53
Drafters V	(a)13.58
Electronics technicians	14.22
Computer operators	8.70
Computer programmers (business)	10.63
Maintenance & powerplant (men)	
Carpenters	9.59
Electricians	12.61
Engineers, stationary	14.61
Machinists	NA
Mechanics (machinery)	10.93
Tool & die makers	12.12
Custodial & material movement (men)	
Guards	6.79
Janitors, porters & cleaners	6.67
Laborers, mat'l hdlg	6.35
Ship & receive clerks	7.29
Truckdrivers	8.16
Forklift operators	9.44

(a) Mfg. & nonmfg. combined

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	2,402.2	....	....
MANUFACTURING	768.8	40.0	6.68
Primary metal industries—**SIC 33**	9.2	42.9	7.74
Fabricated metal products—**SIC 34**	23.9	40.9	7.48
Machinery, except electrical—**SIC 35**	49.6	41.2	7.93
Electric & electronic equipment—**SIC 36**	53.3	40.6	7.92
Transportation equipment—**SIC 37**	17.2	41.3	7.55
Food & kindred products—**SIC 20**	43.3	39.7	6.18

Textile mill products—SIC 22	223.6	40.8	6.05
Apparel & other textile prods.—SIC 23	85.9	37.5	4.83
Paper & allied products—SIC 26	22.1	43.7	10.24
Printing & publishing—SIC 27	22.5	38.5	7.40
Chemicals & allied products—SIC 28	37.8	41.3	8.75
Rubber & misc. plastics prods.—SIC 30	26.0	41.5	8.21

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Asheville 1, 7, 12, 13
Burlington 1 (Greensboro)
Chapel Hill (Raleigh)
Charlotte 1, 2, 4-8, 10-15, 17, 18
Durham 1, 2 (Raleigh)
Fayetteville 1, 2, 12
Gastonia 1, 2 (Charlotte)
Goldsboro 1, 2 (Kinston)
Greensboro 1, 7, 8, 10, 12, 13, 17-20
Greenville 1, 2, 13
High Point 1, 2 (Greensboro)
Kinston 1, 2, 12, 13
Raleigh 1-4, 7-13, 16-19
Rocky Mount 2, 4
Wilmington 2, 3, 12, 13
Wilson 1, 2 (Rocky Mount)
Winston-Salem 1-3

Railroads

1. Norfolk Southern Corp.
2. Seaboard System Railroad

Airlines

3. Air-Lift
4. Air Virginia
5. Atlantis Airlines
6. BankAir
7. Delta
8. Eastern
9. New York Air
10. Ozark
11. Pan American
12. Piedmont
13. Sunbird Airlines
14. Tennessee Airways
15. Trans Southern Airways
16. TWA
17. United
18. USAir
19. Wheeler Flying Service
20. Wright Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Asheville — 1e, 10g
Burlington — 2e, 9g
Chapel Hill — 2e, 10g
Charlotte — 2e, 9g
Durham — 2e, 10g
Fayetteville — 3e, 8g
Gastonia — 4e, 10g
Goldsboro — 1e, 8g
Greensboro — 2e, 9g
Greenville — 5eg, 8g
High Point — 2e, 6e, 9g
Kinston — 7e, 8g
Raleigh — 1e, 10g
Rocky Mount — 11eg, 8g
Wilmington — 1e, 8g
Wilson — 12eg, 8g
Winston-Salem — 2e, 9g

1. Carolina Power & Light Co.
411 Fayetteville St., Raleigh 27602
2. Duke Power Co.
422 S. Church St., Charlotte 28242
3. Fayetteville Pub. Works Cmsn.
508 Person St., Box 1089
Fayetteville 28302
4. Gastonia Water & Lt. Dept.
P.O. Box 1748, Gastonia 28052
5. Greenville Utilities Cmsn.
200 W. 5th St., Box 1847, Greenville 27835
6. High Point Electric Dept.
211 S. Hamilton, Box 230
High Point 27261
7. Kinston Public Utilities
207 E. King St., Box 339, Kinston 28501
8. NC Natural Gas Corp.
150 Rowan St., Fayetteville 28302
9. Piedmont Natural Gas Co.
1915 Rexford Rd., Charlotte 28211
10. Public Service Co. of NC
400 Cox Rd., Gastonia 28053
11. Rocky Mount Pub. Utilities
One Government Plaza
Rocky Mount 27801
12. Wilson Utilities Dept.
112 N. Goldsboro St.
Wilson 27893

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. kaolin)	1,894	7,047
Feldspar — short tons	490,000	13,800
Gem stones	NA	50
Mica (scrap)	67	4,160
Sand & gravel:		
Construction	6,200	21,000
Industrial	1,250	13,000
Stone:		
Crushed	31,500	125,000
Dimension	30	2,820
Talc & pyrophyllite	87	1,478
Combined values of cement, clays (kaolin), lithium compounds, olivine, peat, and phosphate rock		146,806
Grand Total North Carolina 1983		335,161

* = thousand short tons except as noted
NA = not available

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F Jan.	Temp. F Jul.	Degree Days Heating	Degree Days Cooling
Asheville	37	73	4294	842
Chapel Hill	39	77	3724	1310

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Just indicate below approximately how many square feet you'll require and we'll send you complete details on every building currently within your range.

Name
Company
Address
City State Zip
Building Size: Sq.Ft. to Sq.Ft.

North Carolina

North Carolina Department of Commerce, Industrial Development Division, Suite 1104, 430 N. Salisbury St., Raleigh, NC 27611 Or call (919) 733-4151

Circle 45 on Brochure Service Card

NORTH CAROLINA/SOUTH CAROLINA

Charlotte	41	79	3342	1546
Durham	40	78	3812	1387
Fayetteville	41	79	3155	1657
Gastonia	42	79	3158	1589
Goldsboro	42	80	3102	1704
Greensboro	38	77	3874	1303
High Point	40	78	3422	1387
Raleigh	40	78	3531	1394
Wilmington	46	80	2469	1904
Wilson	41	79	3233	1615

ENVIRONMENT CONTROLS:

Air & Water Pollution

Environ. Specialist, N.C. Dept. of Commerce, 430 N. Salisbury St., Raleigh, 27611

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Brinkley, Robert G., Asst. Dir.
Ind. Dev. Div.
N.C. Dept. of Comm.
430 N. Salisbury St.
Raleigh, 27611
919/733-4151

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Burlington
Policastro, Thomas J., C.I.D., Dir.
Alamance Cty. Off. of Econ. Dev.
2855 S. Church St., Suite F, 27215
919/584-0137

Charlotte
Ewing, Maurice D., Econ. Dev. Rep.
Gtr. Charlotte Chamber of Comm.
P.O. Box 32785, 28232
704/377-6911

Durham
Camp, James V., Econ. Dev. Dir.
Durham Chamber of Commerce
Northwestern Bank Bldg.
201 N. Roxboro St., 27701
919/682-2133

Gastonia
Bosler, Barbara R., C.I.D., Exec. Dir.
Gaston Cty. Econ. Dev. Cmsn.
P.O. Box 2168, 28053
704/867-4771

Greensboro
Stapleton, Thomas L., C.I.D.
Econ. Dev Dir.
Greensboro Area Chamber of Comm.
P.O. Box 3246, 27402
919/275-8675

Raleigh
Dolby, C. R., Jr., Ind. Dev. Mgr.
Seaboard System Railroad
3610 Bush St., 27609
919/872-6470

Ford, E. Julian, Ind. Dev. Mgr.
North Hills, Inc.
P.O. Box 17004, 27619
919/782-2873

Jordan, Sanford R., Econ. Dev., V.P.
First Union Nat'l Bank
P.O. Box 3008, 27602
919/829-6041

Wheeler, Robert C.
Econ. & Comm. Dev. Dir.
Raleigh Chamber of Comm.
P.O. Box 2978, 27602
919/833-3005

SOUTH CAROLINA

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Low interest loans
- Special discount electric rate in designated counties
- Foreign trade zones

Tax rates:

Corporate income tax .... 6% of net
Personal income tax 2-7%
Sales tax 5%
Inventory tax phased out by 1987
Incorporation tax .... 40 mills/M; min. $40, max. $1,000
Franchise tax .... $1/$1000 valuation of proportion of paid-in surplus & capital
Gasoline tax .... $.13/gal.

Advanced education facilities:

Four-year colleges & universities 33
Two-year or junior colleges 31
Vocational schools 55

Medical facilities:

Hospitals 98

Labor analysis:

Public high school graduates 38,647
Mfg. workers in unions 9.5%

Source: **South Carolina State Development Board**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Dept. of Health & Environ. Control, 2600 Bull St., Columbia, 29201, (803) 758-5631

State Employment Security Agency

For additional labor market information: Employment Security Cmsn., 1550 Gadsen St., P.O. Box 995, Columbia, 29202, 803/758-2583

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
SOUTH CAROLINA	3,119.2	3,308.8
Anderson	27.3	27.8
Charleston	69.5	72.0
Columbia	99.3	102.1
Florence	30.1	31.3
Greenville	58.2	58.2
North Charleston	65.6	67.3
Rock Hill	35.3	38.7
Spartanburg	44.0	44.1

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Anderson	133.2	142.9
Augusta, GA/SC	327.4	365.5
*Charleston	430.3	473.*
*Charlotte—Gastonia—Rock Hill, NC/SC	743.9	1,013.3
Columbia	408.2	434.9
Florence	110.2	116.2
Greenville—Spartanburg	568.8	589.3

*SMSA renamed in federal government's latest revisions.

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
SOUTH CAROLINA	374.0	40.8	7.31
Charleston—North Charleston	20.2	43.0	8.95
Columbia	27.1	40.5	7.28
Greenville—Spartanburg	99.3	40.2	7.12

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Greenville-Spartanburg 4/84
Office, professional & technical	
Clerks, payroll	6.08
Secretaries	7.14
Stenographers	(a)7.58
Switchbd opr-recept's	5.64
Drafters	8.89
Electronics tech'ns	10.78
Computer operators	6.93
Computer programmers (business)	10.80
Maintenance & powerplant (men)	
Carpenters	8.19
Electricians	9.18
Engineers, stationary	8.29
Machinists	8.82
Mechanics (machinery)	9.15
Tool & die makers	10.34

Custodial & material movement (men)	
Guards	5.17
Janitors, porters & cleaners	5.42
Laborers, mat'l handling	6.07
Shipping & receiving clerks	NA
Truckdrivers	7.03
Forklift operator	6.43

(a) Mfg. & nonmfg. combined

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
SOUTH CAROLINA	1,478.7	94.9	6.4
Charleston—North Charleston	181.5	9.4	5.2
Columbia	205.4	8.9	4.3
Greenville—Spartanburg	287.0	15.7	5.5

*Preliminary figures

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	1,182.4	....	....
MANUFACTURING	362.0	40.6	7.03
Primary metal industries—SIC 33	6.1	....	....
Fabricated metal products—SIC 34	13.8	39.9	6.81
Machinery, except electrical—SIC 35	27.5	41.4	7.41
Electric & electronic equipment—SIC 36	20.7	39.3	6.34
Transportation equipment—SIC 37	5.7	....	....
Instruments & related prods.—SIC 38	5.4	40.4	6.46
Food & kindred products—SIC 20	14.4	38.6	6.07
Textile mill products—SIC 22	113.6	40.4	6.44
Apparel & other textile prods.—SIC 23	46.5	38.1	4.82
Paper & allied products—SIC 26	14.3	43.1	10.53
Printing & publishing—SIC 27	8.6	39.2	7.37
Chemicals & allied products—SIC 28	32.6	42.6	10.16
Rubber & misc. plastics prods.—SIC 30	18.6	....	....

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anderson 1, 2, 4
Charleston 1, 2, 4-8, 11
Columbia 1, 2, 4-7, 11
Florence 2-4, 9
Greenville 1, 2, 4-7, 9, 12
North Charleston (Charleston)
Rock Hill 1, 4
Spartanburg 1, 2 (Greenville)

Railroads

1. Norfolk Southern Corp.
2. Seaboard System Railroad

Airlines

3. Atlantis Airlines
4. BankAir
5. Delta
6. Eastern
7. Piedmont
8. Provincetown-Boston
9. Sunbird Airlines
10. Trans Southern Airways
11. United
12. USAir

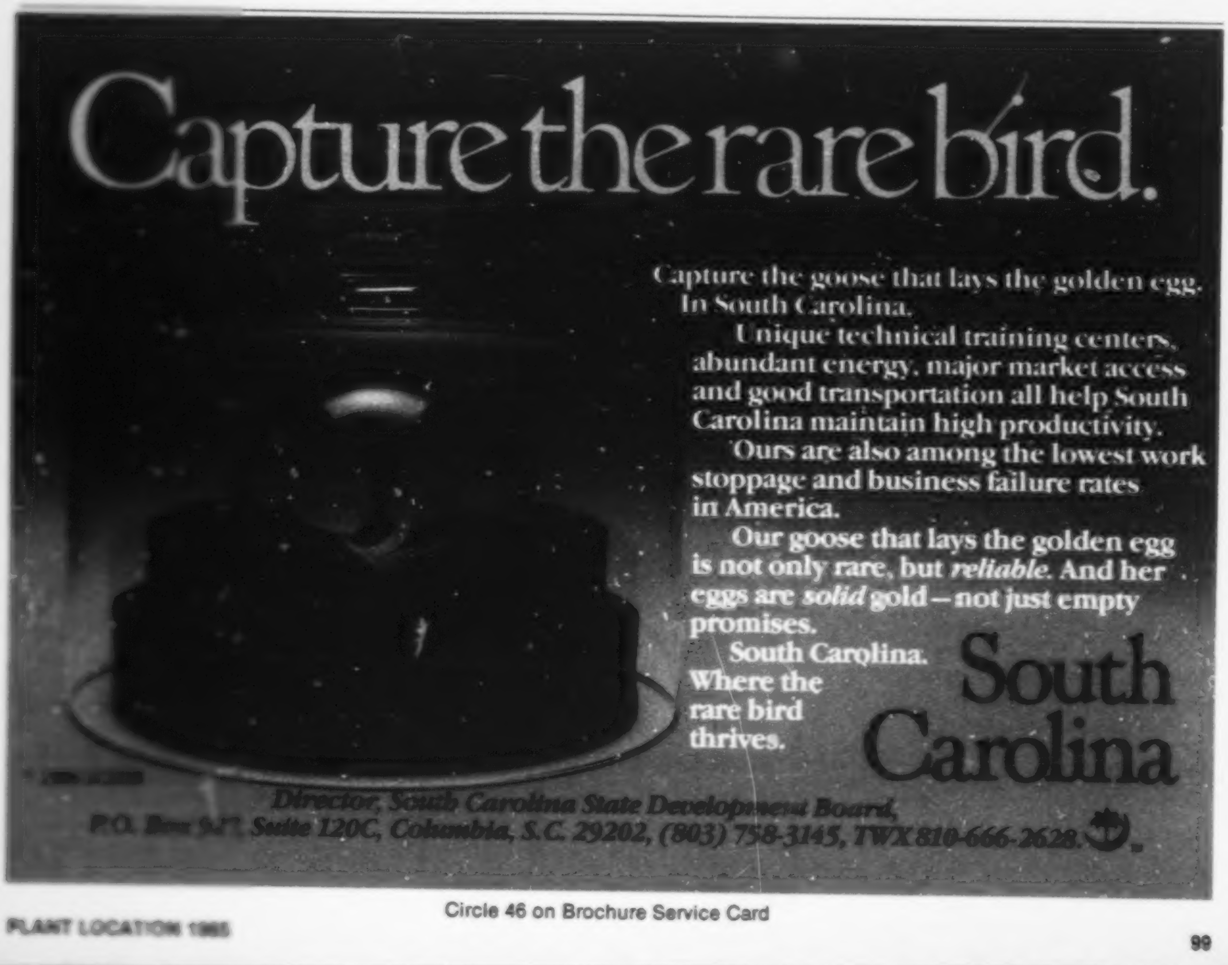
UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anderson — 2e, 4g
Charleston — 6eg
Columbia — 6eg
Florence — 1e, 3g
Greenville — 2e, 4g
North Charleston — 6eg
Rock Hill — 5e
Spartanburg — 2e, 4g

1. Carolina Power and Light Co.
411 Fayetteville St., Raleigh, NC
27602


Capture the rare bird.

Capture the goose that lays the golden egg. In South Carolina.

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South Carolina

Director, South Carolina State Development Board,
P.O. Box 927, Suite 120C, Columbia, S.C. 29202, (803) 758-3145, TWX 810-666-2628.

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SOUTH CAROLINA

2. Duke Power Co.
   422 S. Church St., Charlotte, NC 28242
3. Peoples Natural Gas Co. of SC
   1812 N. Irby St., Florence 29501
4. Piedmont Natural Gas Co.
   1915 Rexford Rd., Charlotte, NC 28211
5. Rock Hill Elec. Dept.
   155 Johnson, Box 11706, Rock Hill 29730
6. SC Electric and Gas Co.
   328 Main St., Box 764, Columbia 29218

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Anderson	43	79	2949	1628
Charleston	49	82	1868	2304
Columbia	45	81	2629	2033
Florence	44	80	2727	1815
Greenville	41	78	3239	1501
Spartanburg	41	78	3239	1501

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	W	W
Clays (excl. fuller's earth)	1,739	32,491
Gem stones	NA	10
Manganiferous ore	W	W
Sand & gravel:		
Construction	5,200	15,000
Industrial	800	12,600
Stone:		
Crushed	16,400	62,000
Dimension	14	925
Combined value of cement (masonry), clays (fuller's earth), mica (scrap), vermiculite, and values indicated by symbol W		112,474
Grand Total South Carolina 1983		235,500

* = thousand short tons
NA = not available
W = withheld to avoid disclosing company proprietary data

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Hankinson, John C., Dpty. Dir.
South Carolina State Dev. Bd.
P.O. Box 927
Columbia, 29202
803/758-3145

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Charleston
Decker, James D., Dir.
Charleston Dev. Bd.
P.O. Drawer E, 29402
803/723-2531

Columbia
Cole, B. B., Jr., Exec. Dir.
Econ. Dev. Cmsn. of Gtr. Columbia, Richland, Lexington, & Fairfield Counties
P.O. Box 1360, 29202
803/779-5350

Eades, Mike, Ind. Dev. Rep.
South Carolina Elec. & Gas Co.
P.O. Box 764, 29218
803/799-5943

Wallace, J. E. B., Ind. Dev. Mgr.
Seaboard System Railroad
605 Lady St., 29201
803/252-3765

Greenville
Goforth, Bob C., Ind. Dev. Mgr.
J. E. Sirrine Co.
P.O. Box 5456, Sta. B., 29606
803/289-6000

Millet, William S., Econ. Dev. Mgr.
Gtr. Greenville Chamber of Comm.
P.O. Box 10048, 29603
803/242-1050

Spartanburg
Calvert, Ruth W.
Econ. Dev. Mgr.
Spartanburg Area Chamber of Comm.
P.O. Box 1636, 29304
803/585-8722

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- *financial incentives*
- *demographics*
- *education*
- *lifestyle*
- *major industries*

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STATE INFORMATION:

Financial assistance to industry:

- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Access roads
- Pollution controls tax exempt at local option
- Sales tax exemptions
- Solar energy facilities tax exempt at local option
- Imports exempt from inventory tax as long as they retain their status as imports

Tax rates:

Corporate income tax	6%
Personal income tax	2-5.75%
Personal property tax	varies locally
Sales tax	4%
Inventory tax	0¢/$100
Equipment & machinery tax	varies
Franchise & incorp. tax	varies
Gasoline tax	$.11/gal.

Advanced education facilities:

Four-year colleges & universities	44
Two-year or junior colleges	26
Vocational & business schools (approx.)	150

Medical facilities:

Hospitals	135

Labor analysis:

Public high school graduates	64,000
Nonagri. workers in unions	12.7%

Source: **Virginia Division of Industrial Development**

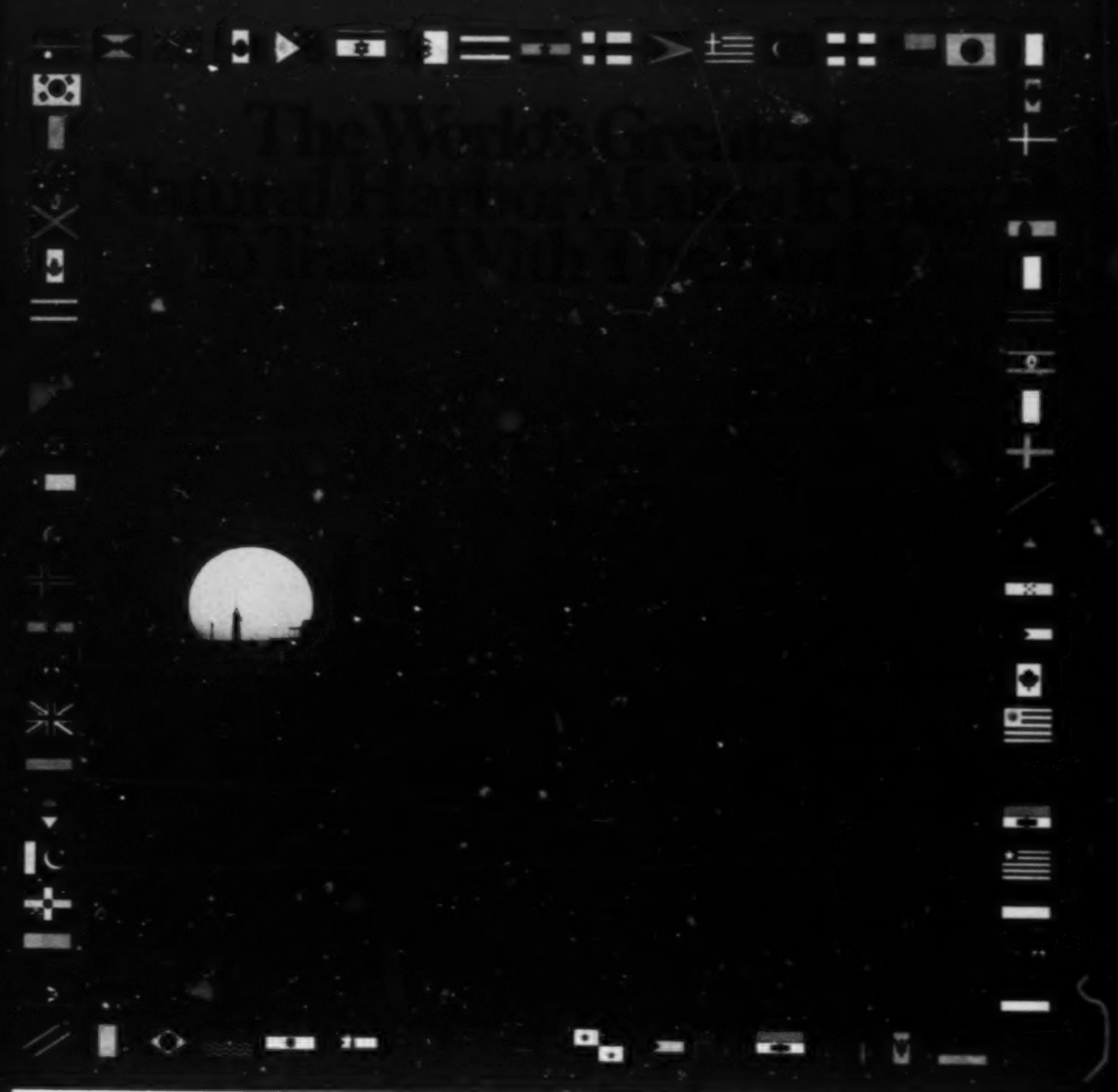
ENVIRONMENT CONTROLS:

Air Pollution

W. R. Meyer, Exec. Dir., Air Pollution Control Bd., Rm. 1106, Ninth St. Off. Bldg., Richmond, 23219, 804/786-2378

Water Pollution

Richard N. Burton, Exec. Sec'y, State Water Control Bd., P.O. Box 11143, Richmond, 23230, 804/257-6384



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We make world trade easy for you here on the Virginia Peninsula. Over 75 steamship lines provide service between Hampton Roads and 250 ports in 97 foreign countries. Complete storage and handling facilities for every kind of import and export meet the diverse needs of ever-changing markets. And our strategic Mid-Atlantic location offers vital overnight connections with over 60% of the U.S. population.

So make it easy on yourself, and move to the Virginia Peninsula to trade with the world. For more information contact Bud Denton, Executive Director, Virginia Peninsula Economic Development Council, P.O. Box 6000, Newport News, Va. 23606. (804) 872-8000.

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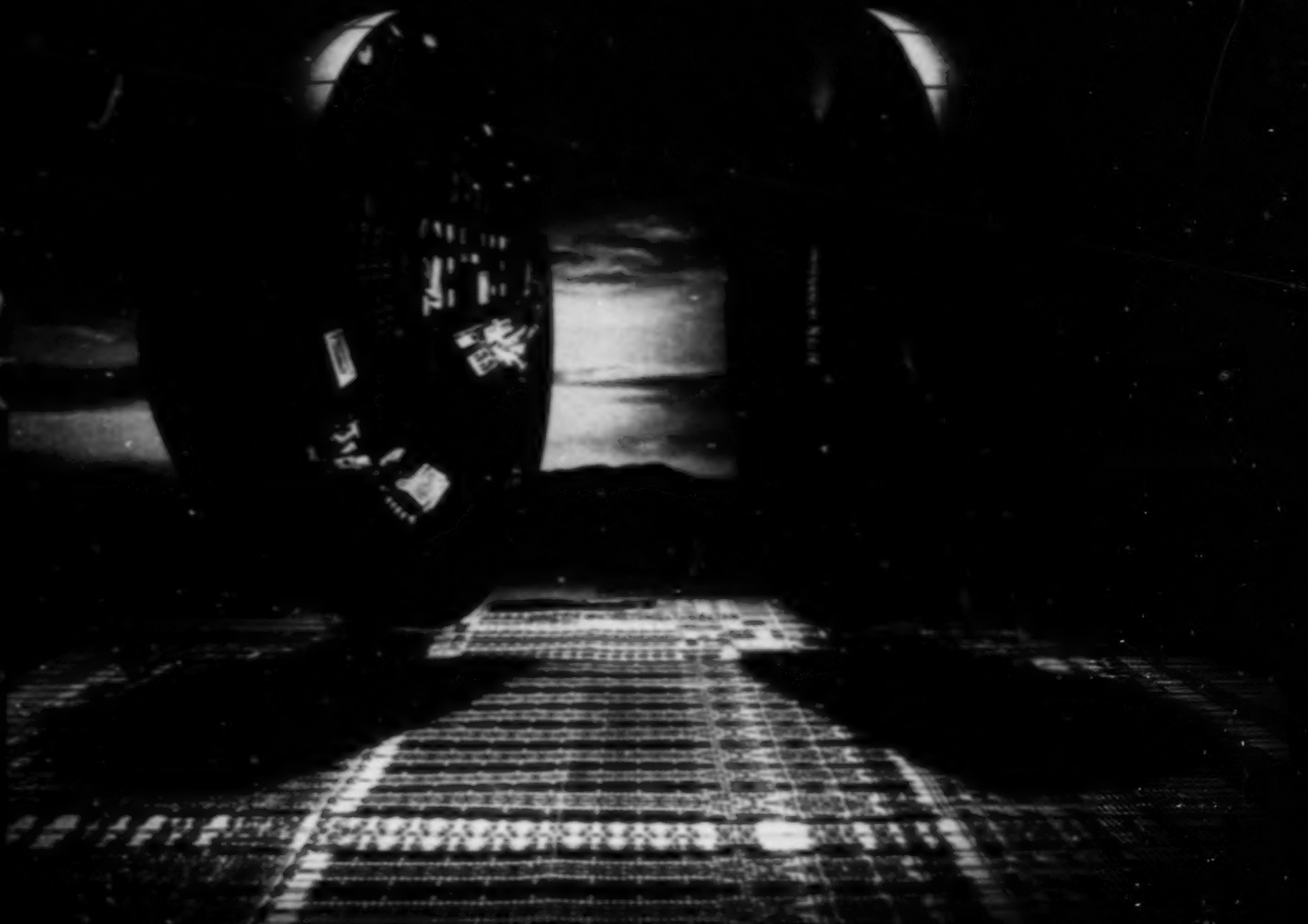
Open a window on Virginia Beach. And let a breath of fresh air into your business future.



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VIRGINIA BEACH

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SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Norfolk-Virginia Beach-Portsmouth VA/NC 5/84	Richmond 6/84	Washington, DC/MD/VA 3/84
Office, professional & technical			
Clerks, payroll	6.94*	7.47	7.91*
Secretaries	7.95	9.18	8.91
Stenographers	8.75(b)	7.42*	10.04(a)
Switchbd opr-recept's	5.63	6.01	6.09
Drafters V	10.51*(d)	8.87(d)	11.90*
Electronics technicians	NA	13.33	8.81
Computer operator	8.19*	8.62	8.34
Computer programmer (business)	9.76*	11.16	13.45*
Maintenance & powerplant (men)			
Carpenters	10.31(a)	12.83(a)	9.29*
Electricians	11.29	14.16	10.67*
Engineers, stationary	NA	13.36(a)	11.66*
Machinists	9.94	13.57	NA
Mechanics (machinery)	9.11	15.11	NA
Custodial & material movement (men)			
Guards	5.81	9.67	7.16
Janitors, porters & cleaners	6.53	8.64	6.49
Laborers, mat'l handling	5.29	7.25	6.57
Ship & receive clerks	NA	8.59	6.97
Truckdrivers	7.08	8.98	9.52
Forklift operators	7.12	9.95	9.23

*Computed from available statistics
(a) Mfg. & nonmfg. combined
(b) Nonmanufacturing
(d) Drafters, no class distinction

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1984
VIRGINIA	5,346.3	5,583.5
Alexandria	103.2	105.2
Arlington	NA	150.5
Blacksburg	30.6	NA
Charlottesville	45.0	41.0
Chesapeake	114.2	123.9
Danville	45.6	44.4
Hampton	122.6	124.7
Harrisonburg	NA	25.7
Lynchburg	66.7	66.5
Newport News	144.9	149.1
Norfolk	267.0	255.5
Petersburg	41.1	40.4
Portsmouth	104.6	102.3
Richmond	219.2	210.4
Roanoke	100.4	97.3
Suffolk	47.6	48.0
Virginia Beach	262.2	301.2

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980 —Thousands—	Estimate 1984
Charlottesville	113.6	120.6
Danville	111.8	112.2
Johnson City—Kingsport—Bristol, TN/VA	433.6	444.3
Lynchburg	153.3	144.5
*Norfolk—Virginia Beach—Newport News, VA/NC	1,171.1	1,210.7
*Richmond—Petersburg	761.3	788.3
Roanoke	224.5	223.3
Washington, DC/MD/VA	3,060.2	3,363.0

*SMSA renamed in federal government's latest revisions.

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
VIRGINIA	2,861.9	133.7	4.7
Lynchburg	79.5	3.9	4.9
Newport News—Hampton	193.6	8.9	4.6
Norfolk—Virginia Beach—Portsmouth	384.1	17.6	4.6
Petersburg—Colonial Heights—Hopewell	55.5	4.0	7.3
Richmond	363.9	12.5	3.4
Roanoke	119.0	5.0	4.2

*Preliminary figures

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- *major industries*

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LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
VIRGINIA	416.2	40.3	8.14
Bristol	9.9	40.0	7.01
Lynchburg	27.8	39.3	7.74
Newport News—Hampton	40.3	NA	NA
Norfolk—Virginia Beach — Portsmouth	28.6	42.7	8.63
Northern Virginia	28.3	40.4	8.93
Petersburg—Colonial Heights—Hopewell	7.0	42.4	10.34
Richmond	56.9	41.2	10.44
Roanoke	20.4	41.7	7.41

NA = not available

State Employment Security Agency

For additional labor market information: Virginia Employment Cmsn., P.O. Box 1358, Richmond, 23211, 804/786-3240

Norfolk, Virginia

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are under way from bayfront to downtown waterfront.

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and Norfolk International Airport are stronger than ever.
Opportunities and new programs
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the 30th largest Metropolitan Statistical Area in the United States.

City of Norfolk
Department of Development
407 City Hall Bldg. • Norfolk, Virginia 23501 • (804) 441-2941
Contact Frederick Agostino, Director

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Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	2,195.5	....	....
MANUFACTURING	400.3	39.7	7.78
Primary metal industries—SIC 33	10.2	42.4	9.31
Fabricated metal products—SIC 35	18.3	40.5	8.81
Machinery, except electrical—SIC 35	12.9	40.3	8.11
Electric & electronic equipment—SIC 36	37.5	40.1	8.12
Transportation equipment—SIC 37	40.3	....	....
Instruments & related prods.—SIC 38	3.4	39.2	5.90
Food & kindred products—SIC 20	38.8	39.0	6.95
Textile mill products—SIC 22	43.4	38.6	6.12
Apparel & other textile prods.—SIC 23	31.1	36.5	4.84
Paper & allied products—SIC 26	14.7	42.4	9.72
Printing & publishing—SIC 27	25.2	38.1	9.14
Chemicals & allied products—SIC 28	32.4	41.1	10.31

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

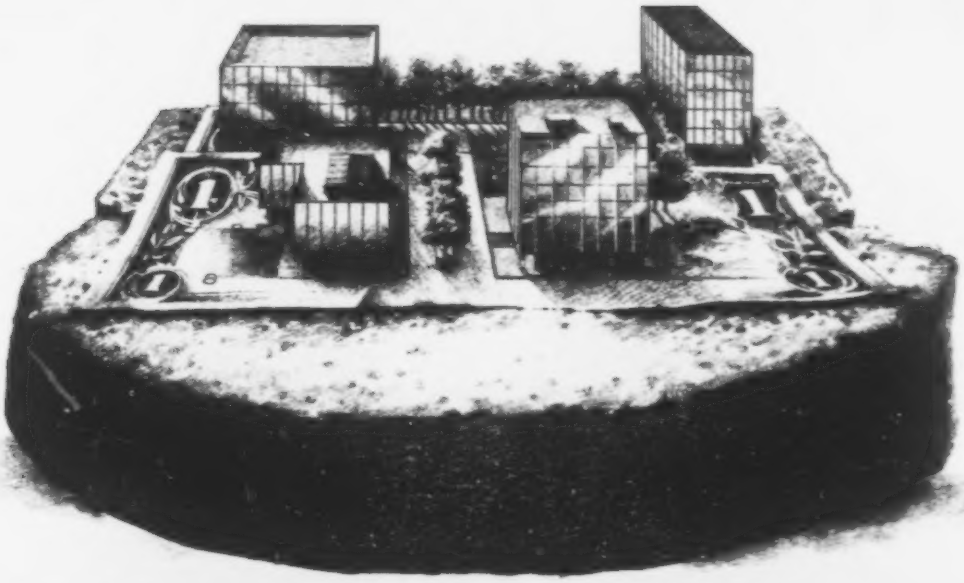
Alexandria 3 (Wash., D.C.)
Blacksburg (Roanoke)
Charlottesville 1, 3, 5, 6, 14
Chesapeake 1, 3, 4 (Norfolk)
Danville 3, 18
Hampton 1 (Newport News)
Lynchburg 1, 3, 5, 14, 17
Newport News 1, 5, 14
Norfolk 1-5, 9-17
Petersburg 3, 4 (Richmond)
Portsmouth 1-4 (Norfolk)
Richmond 1, 3, 4, 5, 8-10 14, 16-18
Roanoke 3, 5, 7-9, 14, 17
Suffolk 3, 4 (Norfolk)
Virginia Beach (Norfolk)

Railroads

1. Chessie System Railroads
2. Eastern Shore Railroad
3. Norfolk Southern Corp.
4. Seaboard System Railroad

Airlines

5. Air Virginia
6. Allegheny Commuter
7. Best Airlines
8. Comair
9. Delta
10. Eastern
11. Freedom Airlines
12. Ozark
13. People Express
14. Piedmont
15. TWA
16. United
17. USAir
18. Wheeler Airlines



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Title ________________

Company ________________

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PL-4/5

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VIRGINIA

Industrial Development Authority,
P.O. Box 27032, Richmond, Virginia 23273
(804) 747-4212

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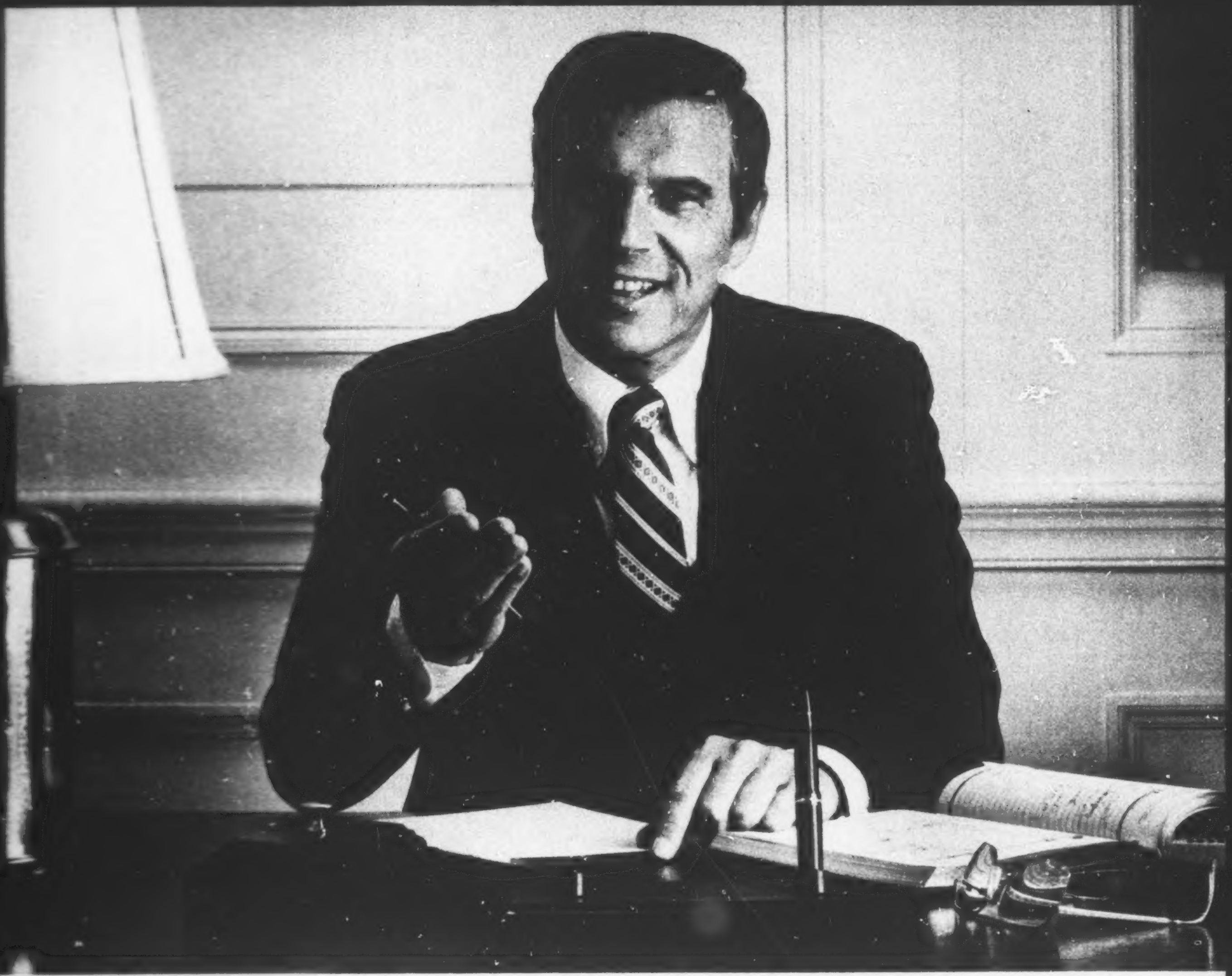

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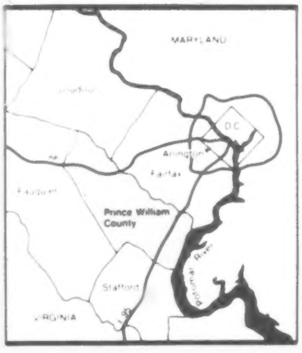
In Prince William County we have given a lot of thought to the "ideal" corporate address. We think it should be a new type of business environment. An environment where you can realize your vision. And, our role is to provide you a foundation on which to build your visions.

So, we've finished roads... Expanded utility systems...

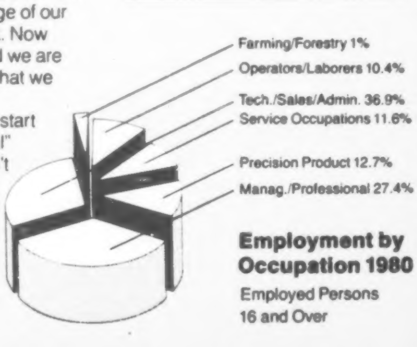


Developed support systems... All centered on 7,000 acres ready for industrial development—located just 30 minutes from downtown Washington, D.C. Of course, Prince William has all the things you might expect... two Interstate highways... an expanding commuter airport... a productive and highly skilled workforce.

IBM, Atlantic Research Corporation and Continental Telephone know what we're talking about. They are located in Prince William County to take advantage of our planning and hard work. Now they are growing... And we are growing... And that's what we envisioned.

So, the next time you start thinking about the "ideal" corporate address, don't go searching for a compromise. Come to Prince William County and build your vision of the way business should be.

Contact Dyan Lingle, Director of Economic Development. Call Collect (703) 335-6680 (in the Washington area 631-1480) to see what our hard work and your ideas can do.



Employment by Occupation 1980

Employed Persons
16 and Over

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An information kit is available from: Prince William County • Office of Economic Development • Box #3B • 9256 Mosby Street • Manassas, Virginia 22110

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alexandria — 11e, 13g
Blacksburg — 1e, 10g
Charlottesville — 11e, 2g
Chesapeake — 11e, 3g, 6g, 12g
Danville — 1e, 4eg
Hampton — 11e, 12g
Lynchburg — 1e, 5g
Newport News — 11eg, 12g
Norfolk — 11e, 12g
Petersburg — 11e, 3g
Portsmouth — 11e, 3g, 6g
Richmond — 11e, 7g
Roanoke — 1e, 8g
Suffolk — 11e, 3g, 6g, 9g
Virginia Beach — 11e, 12g

1. Appalachian Power Co.
   40 Franklin Rd. S.W., Box 2021
   Roanoke 24022
2. Charlottesville Gas Div., 305 4th St.,
   N.W., Charlottesville 22902
3. Commonwealth Gas Services Inc.
   200 S. 3rd St., Richmond 23219
4. Danville Water, Gas and Elec. Dept.
   Municipal Bldg., 418 Patton St.,
   Danville 24541
5. Lynchburg Gas Co.
   600 Main St., Lynchurg 24504
6. Portsmouth Gas Co.
   800 Loudoun Ave., Portsmouth
   23707
7. Richmond Dept. of Pub. Utilities
   600 E. Broad St., Richmond 23219
8. Roanoke Gas Co.
   519 Kimball Ave., N.E., Roanoke
   24016
9. Suffolk Gas Corp.
   130 Commerce St., Suffolk 23434
10. Tennessee-Virginia Energy Corp.
    108 W. 10th Ave., P.O. Box 60
    Johnson City, TN 37601
11. Virginia Elec. and Power Co.
    1 James River Pl., P.O. Box 26666
    Richmond 23261
12. Virginia Natural Gas
    5100 E. Virginia Beach Blvd., Norfolk
    23502
13. Washington Gas Light Co.
    1100 H St., N.W., Washington, DC
    20080

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Charlottesville	35	77	4189	1220
Danville	38	78	3856	1384
Lynchburg	35	76	4323	1074
Norfolk	40	78	3446	1458
Richmond	37	78	3960	1336
Roanoke	36	76	4315	1085

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	640	5,207
Gem stones	NA	20
Iron oxide pigments	W	W
Lime	654	30,252
Sand & gravel (construction)	7,500	30,500
Stone:		
Crushed	36,000	143,600
Dimension	4	1,129
Combined value of aplite, cement, gypsum, kyanite, iron oxide pigments, sand and gravel (industrial), talc (soap stone), and vermiculite		72,483
Grand Total Virginia 1983		**283,191**

* = thousand short tons
NA = not available

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Eubanks, P. Scott, Dir.
Virginia Dept. of Econ. Dev.
1000 Washington Bldg.
Richmond, 23219
804/786-3791

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Alexandria
Flaherty, Richard M., Econ. Dev. Dir.
Alexandria Chamber of Commerce
801 N. Fairfax St., Suite 402, 22314
704/549-1000

Arlington
Muncy, Dr. Dorothy A., C.I.D.
Ind. Dev. Plng. Consult.
1850 Columbia Pike, 22204
703/920-2100

Danville
Pendleton, Charles L., Exec. V.P.
Danville Area Chamber of Comm.
P.O. Box 1538, 24543
804/793-5422

Manassas
Lingle, Dyan, Econ. Dev. Dir.
Prince William Cty. Office of Econ. Dev.
Box #3B, 9256 Mosby St., 22110
703/335-6680

Newport News
Denton, Bud, Exec. Dir.
Va. Peninsula Econ. Dev. Council
P.O. Box 6000, 23606
804/872-8000

Ward, Thomas E., Dev. Dir.
City of Newport News
2400 Washington Ave., 23607
804/247-8428

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Newer arrivals include the U.S. headquarters of Weidmuller Terminations and Infilco Degremont, both among the leading high-tech companies worldwide. And now The Richmond Area offers the distinction of a graduate engineering school that draws upon the faculties of the University of Virginia and Virginia Tech (VPI).

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Richmond From A To Z.

Because while a lot of companies here have been doing their research, we've been doing ours.

The Richmond Area

A.J. Christopher Wood, Metropolitan Economic Development Council, 201 E. Franklin Street, Suite D, Richmond, VA 23219. (804) 643-3227

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Norfolk

Agostino, Frederick T., Dev. Dept. Dir.
City of Norfolk
407 City Hall Bldg., 23501
804/441-2941

Clark, David, IV, Sr. V.P.
United Virginia Bank
P.O. Box 3127, 23514
804/446-3171

Schmidt, Robert H., C.I.D., Pres.-Mgr.
The Greater Hampton Roads Org.
1106 Maritime Tower
234 Monticello Ave, 23510
804/627-2315

Portsmouth

Turner, Helen
Portsmouth Partnership
P.O. Box 70, 23705
804/397-1278

Richmond

Alspaugh, J. Frank, C.I.D., V.P. & Dir. Econ. Dev.
Sovran Bank, N.A.
P.O. Box 27025, 23261
804/788-3320

McComas, James A., Jr., C.I.D., Dir.
Econ. Dev. Office
City of Richmond
900 E. Broad St., Rm. 508, 23219
804/780-8419

Wilkinson, Sally
Ind. Dev. Auth.
County of Henrico
P.O. Box 27032, 23273
804/747-4212

Wood, A. J. Christopher, Dir.
Metropolitan Econ. Dev. Council
201 E. Franklin, 23219-2281
804/643-3227

Suffolk

Waller, Thomas N., C.I.D., Exec. Dir.
Suffolk Ind. Dev. Auth.
P.O. Box 1612, 23434
800/541-5100

Virginia Beach

Ind. Dev. Dir.
Dept. of Econ. Dev.
770 Lynnhaven Pky., Ste. 250, 23452
804/498-4567

CHARLESTON
WEST VIRGINIA

STATE INFORMATION:

Financial assistance to industry:

- Revenue Bonds for land, buildings, & equipment
- Revenue Bonds for pollution control
- Aid for job training (recruiting/testing/job placement services)
- Economic Development Authority — 4 competitively priced loan programs
- Site location assistance
- Access roads
- Investment tax credit/other tax incentives

Tax rates:

Corporate income tax	6% on taxable income of $50,000 or less; 7% on adjusted net taxable income above $50,000
Personal income tax	2.1-13.0%
Personal property tax	varies locally
Sales tax	5% (No tax on food for human consumption)
Inventory tax	varies locally
Equipment & machinery tax included in property tax	
Franchise registration fee	$15/year
Incorporation tax	graduated
Gasoline tax	10.5¢/gal. + 5% sales tax

Advanced education facilities (Board of Regents):

Four-year colleges & universities	19
Two-year or junior colleges	5
Vocational & business schools	31

County vocational centers:

- 7 Multi-county vocational centers
- 33 High schools with vocational units (at least five or more)
- 32 County centers
- 17 Specialized facilities (handicapped & disadvantaged)

Medical facilities:

General hospitals	67
Specialty hospitals	4
Nursing homes	82
Rural health clinics (Medicare-certified)	22
Home health agencies	34

Labor analysis (1983-84):

Public high school graduates	22,613
Church-related school graduates	620
Other private school graduates	76

Source: **West Virginia Governor's Office of Economic and Community Development**

ENVIRONMENT CONTROLS:

Air Pollution

Air Pollution Control Cmsn., 1558 Washington St. E., Charleston, 25311, 304/348-2275

State Employment Security Agency

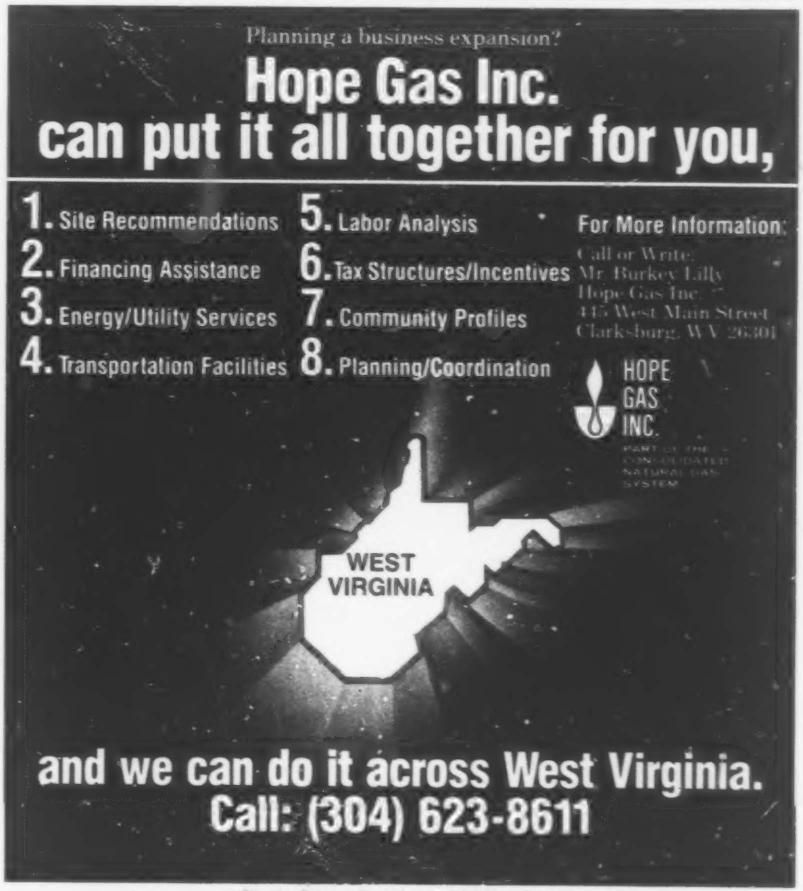
For additional labor market information: Dept. of Employment Security, California & Washington Sts., Charleston, 25305, 304/348-2630

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
WEST VIRGINIA	1,949.6	1,987.5
Charleston	64.0	61.1
Huntington	63.7	61.1
Morgantown	27.6	NA
Parkersburg	40.0	39.1
Wheeling	43.1	41.1

NA = not available


Planning a business expansion?
Hope Gas Inc.
can put it all together for you,

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2. Financing Assistance
3. Energy/Utility Services
4. Transportation Facilities
5. Labor Analysis
6. Tax Structures/Incentives
7. Community Profiles
8. Planning/Coordination

For More Information:
Call or Write:
Mr. Burkey Lilly
Hope Gas Inc.
445 West Main Street
Clarksburg, WV 26301

HOPE GAS INC.
PART OF THE CONSOLIDATED NATURAL GAS SYSTEM

WEST VIRGINIA

and we can do it across West Virginia.
Call: (304) 623-8611

Circle 54 on Brochure Service Card

WEST VIRGINIA

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Charleston	269.6	267.5
Cumberland, MD/WV	107.8	105.9
Huntington—Ashland, WV/KY/OH	311.4	339.5
Parkersburg—Marietta, WV/OH	162.8	159.7
Steubenville—Weirton, OH/WV	163.1	157.9
Wheeling, WV/OH	185.6	183.3

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
WEST VIRGINIA	91.7	40.3	9.93
Charleston	13.6	43.2	12.26
Huntington—Ashland	20.1	39.0	11.22
Parkersburg—Marietta	15.4	41.7	11.02
Wheeling	8.5	40.2	11.42

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
WEST VIRGINIA	765.1	100.0	13.1
Charleston	124.0	14.5	11.7
Huntington—Ashland	118.4	14.4	12.2
Parkersburg—Marietta	74.3	7.4	10.0
Wheeling	78.6	10.1	12.9

*Preliminary figures

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	581.1	. . . .	. . . .
MANUFACTURING	89.8	39.6	9.74
Primary metal industries—**SIC 33**	14.3	38.9	13.93
Fabricated metal products—**SIC 34**	5.4	41.0	8.67
Machinery, except electrical—**SIC 35**	5.2	38.9	9.47
Electric & electronic equipment—**SIC 36**	3.5	43.4	9.66
Food & kindred products—**SIC 20**	4.9	40.8	6.84
Apparel & other textile prods.—**SIC 23**	4.2	33.8	5.68
Printing & publishing—**SIC 27**	4.4	37.0	8.15
Chemicals & allied products—**SIC 28**	21.6	42.7	12.48
Rubber & misc. plastics prods.—**SIC 30**	2.2	37.8	5.76

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Charleston 1, 2, 5-8
Huntington 1, 6, 7, 10-12
Morgantown 1, 12
Parkersburg 4, 8
Wheeling 1-3 (Pittsburgh, PA)

Railroads

1. Chessie System Railroads
2. Conrail
3. Norfolk Southern Corp.

Airlines

4. Allegheny Commuter
5. Christman Air System
6. Delta
7. Piedmont
8. Trans Midwest Airlines
9. United
10. USAir
11. Wheeler Airlines
12. Wright Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Charleston — 1e, 2g
Huntington — 1e, 2g, 4g
Morgantown — 5e, 3g
Parkersburg — 5e, 3g
Wheeling — 6e, 2g

1. Appalachian Power Co.
   40 Franklin Rd., S.W., Box 2021,
   Roanoke, VA 24022
2. Columbia Gas of West Virginia
   200 Civic Center Dr., Columbus, OH 43215
3. Consolidated Gas Transmission Corp.
   445 W. Main St., Clarksburg 26301
4. Inland Gas Co.
   340 17th St., Ashland, KY 41101
5. Monongahela Power Co.
   1310 Fairmont Ave., Fairmont 26554
6. Wheeling Elec. Co.
   51-16th St., Box 751, Wheeling 26003

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. fire clay)	274	850
Sand & gravel (construction)	700	3,000
Stone (crushed)	8,500	32,000
Combined value of cement, clays (fire clay), lime, salt, and sand and gravel (industrial)		56,893
Grand Total West Virginia 1983		**92,743**

* = thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Charleston	33	75	4697	1007
Fairmont	30	73	5354	751
Huntington	33	75	4676	1121
Morgantown	30	73	5360	768
Parkersburg	31	75	4957	1011
Wheeling	29	70	5450	840

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Skaff, Douglas J., Econ. Dev. Dir.
Governor's Off. of Econ. & Comm. Dev.
Bldg. 6, Rm. B517
State Capitol Complex
Charleston, 25305
304/348-2234

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Charleston
Fulknier, Clayton W., II, C.I.D.
Econ. Dev. Dir.
Regional Chamber of Comm. & Dev.
818 Virginia St. E., 25301
304/345-0770

Clarksburg
Lilly, Burkey, Econ. Dev. Mgr.
Hope Gas, Inc.
445 W. Main St., 26301
304/623-8611

Huntington
Smith, Robert B., Pres.
Huntington Ind. Corp.
P.O. Box 1686, 25717
304/523-9486
Williams, Stephen T., Econ. Dev. Dir.
City of Huntington
P.O. Box 1659, 25717
304/696-4435

Morgantown
Snider, John R., C.I.D., Exec. V.P.
Morgantown Ind. Park, Inc.
1000 DuPont Rd.
Bldg. 510, 26505-9654
304/292-9453

Parkersburg
Blankmann, Elmer W., Exec. Dir.
Wood Cty. Dev. Auth.
720 Juliana St., 26101
304/422-5650
Mahaney, Majorie C., Bus. Dev. Pro.
Mid-Ohio Valley Area Dev. Corp.
925 Market St., 26101
304/485-3801

When you contact industrial developers listed in
PLANT LOCATION
tell them where you saw their name

EAST NORTH CENTRAL

- ILLINOIS
- MICHIGAN
- OHIO
- WISCONSIN
- INDIANA

Regional Review:

By Ray Rakers

The [East North Central] region is still the nation's industrial leader. It is the headquarters of over 300 of the nation's 1,000 largest companies. It has an unusually well-educated population and many world-class universities. It has an outstanding transportation network and a central location. The Midwest also has enormous pools of capital, as well as the nation's largest and highest-quality fresh-water resources. The challenge to mid-America is to adapt to the new markets and rebuild its competitive position utilizing its long-term strengths."

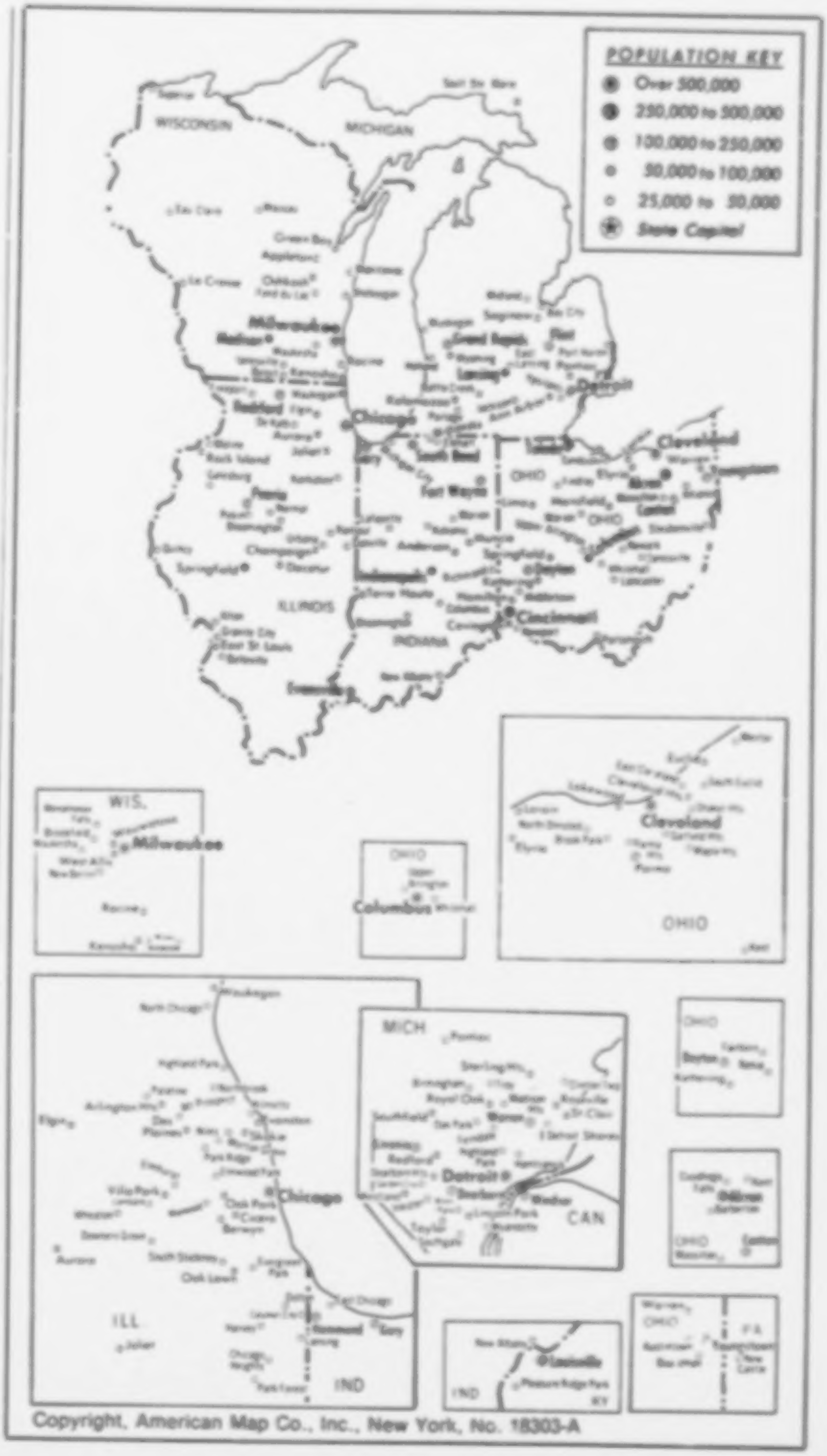
That summation of the East North Central region's economic position is according to a study completed in March 1984 by the AmeriTrust Corporation entitled *Choosing a Future: Steps to Revitalize the MidAmerican Economy over the Next Decade*.

Can the region really be considered the "nation's industrial leader," as the study states? According to key factors in the region—population growth, employment, favorable legislation, incentives, and education programs—the East North Central region was in a strong economic position in 1984; a position that can be expected to continue through 1985.

Population. A key positive indicator for the region in 1984 was its continuing population growth. According to the U.S. Census Bureau, all 12 Midwest states grew in population from July 1983 to July 1984.

As a whole, there has been a slow but steady recovery from the last recession. Ohio, Indiana, and Michigan grew after experiencing losses in 1981 and 1982, while Illinois grew for the second straight

Mr. Rakers is economic development coordinator in the industrial services department for Central Illinois Public Service Company, Springfield, Ill.


POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
WISCONSIN
MICHIGAN
ILLINOIS
INDIANA
OHIO
Milwaukee
Chicago
Detroit
Cleveland
Cincinnati
Columbus
Fort Wayne
Peoria
Dayton
Flint
Grand Rapids
Lansing
WIS.
MICH
ILL
IND
CAN
PA
KY

Copyright, American Map Co., Inc., New York, No. 18303-A year. Wisconsin has grown each year since 1981—its current population is 4,766 million, a 1.3% increase over the April 1980 census figure.

Employment. There are naturally wide area variations in the employment figures and unemployment rates within the region, but overall improvements exist in both key economic indicators, as witnessed by figures given out by the Illinois Department of Commerce and Community Development. The department states that regional employment increased by over one-half million jobs, from 17,899,300 in Oct. 1983 to 18,424,300 in Oct. 1984. In that time, regional unemployment decreased from 10.1% to 8.8%.

State legislation. Legislative attempts to improve the overall business climate of each state were significant during 1984.

In Illinois, a temporary corporate and personal income tax hike enacted during the last recession was allowed to expire on July 1, 1984. This reduced the corporate tax rate from 7.3% to 6.5% and the personal tax rate from 3% to 2.5%. Illinois also created the Office of Export Development Financing with the state development agency's international business division; the purposes of the office are to assist firms in obtaining loans for exporting and to serve as an ombudsman to lending institutions and federal program offices. The state had previously passed legislation to permit establishment of federal procurement assistance centers and enterprise zones; 20 zones now exist.

Last year Indiana re-elected its pro-development governor, Robert Orr, to ensure continuation of many of the business promotion programs initiated during earlier years of his administration. Business legislation proposed and passed included the promotion of new enterprise development, application of new technologies to renew existing industries, and the promotion of high-technology development.

The biggest move by Michigan to make the state more attractive to business was legislation passed in 1982 that deregulates the nation's costliest workers compensation system. This has allowed the system to open up to competition so that companies can now shop for lower premiums. In the three years since deregulation began, workers compensation costs have been cut by over 30%—an annual savings to Michigan businesses of $366 million per year.

Leading the way in Ohio is a recently legislated program—the Thomas Alva Edison Partnership Program. Goals of this program, which is administered by the Ohio Department of Development, are to stimulate development and market application of new technologies, revitalize existing enterprises, find new innovative businesses, and create jobs.

Wisconsin's efforts toward business have included a special legislative session devoted exclusively to economic development. The state emphasizes and promotes legislation-enhancing private/public partnership incentives, and offers services to existing and prospective businesses through its development department, its new European office, as well as its soon-to-be-announced Pacific Rim office.

Development incentives. Innovative financing and other development incentive techniques are emerging in the region. In Illinois business rejoiced on January 1, 1985, when manufacturing machinery became fully exempt from the sales tax. And in late 1984 Illinois and the Small Business Administration jointly established a new fund—the Fixed-Rate Financing Fund—that loans money to businesses at attractive, long-term, fixed-interest rates.

Recent incentive plans in Ohio include awarding six grants to technological centers through its Partnership Program. To further the creation of high-technology jobs, between $3.1 million and $4.1 million in state funds were granted, which were matched by private funds.

Wisconsin reports several emerging areas of creative financing, including the newly formed Housing and Economic Development Authority, the Venture Capital Fund, as well as the traditional state banks.

Michigan hopes to build on its strong forest and agricultural resources, and gives priority, through grants and loans, to the development of new bio-products and processes from renewable resources.

And, in Indiana, creative financing is stressed, especially for companies involved in incubators.

Power-rate incentives. Beyond the traditional financial-incentive programs, there are significant emerging areas of savings and discounts available to businesses considering the East North Central region. Chief among these are incentive power rates offered by electric utilities. In the Detroit area, Detroit Edison received permission from its regulatory commission to offer a special metal-melting rate for several area steel firms. The lower rate has eliminated the ratchet charge, a charge that relates to electric-furnace startup costs and electricity that utilities set aside in their systems for new demand. This eliminated rate has paved the way for the steel makers to make steel slab production decisions in light of uncertain long-term commitments from the automobile industry.

In downstate Illinois, Central Illinois Public Service has approval from its regulatory commission for an economic development rate that would be available to any new industry (or customer who meets the minimum requirements) whose monthly on-peak demand for electricity is at least 500 kilowatts. A 50% savings during the eight winter months is also available.

Overall, utilities throughout the region have filed time-of-day tariffs that permit heavy energy users to operate during off-peak hours at costs as low as two cents per kilowatt hour.

Education. The region has geared up to meet the development challenges of the 80s regarding education. All states report significant activity at university, community-college, and vocational-educational levels in assisting business, in offering services to new business, and in meeting industry's research and job training/retraining needs. According to a recent survey by R.R. Bowker, Illinois and Ohio rank in the top ten among the states in the number of industrial research laboratories.

Here are a few examples, by state, of ongoing programs in the region to further education:

- Illinois offers grants through community colleges and universities to regional business development centers that provide technical research and management consulting services to small businesses. It also has two job training/retraining funds that together offer over $4 million to eligible new or expanding businesses.
- Indiana focuses on new technology at research and educational institutions to aid existing industries.
- Michigan has established an industrial technology institute as an independent, nonprofit organization to advance manufacturing into computer-integrated factories.
- Ohio focuses on starting up technology-application centers at various institutions on a grant-competitive basis.
- Wisconsin has a world-class university, along with an advanced vocational education system. It also has several active technology-transfer organizations.

Outlook for 1985. Looking to 1985 and beyond, the consensus viewpoint from the region regarding its development potential can best be described as immodestly optimistic.

There is good reason for this, according to area spokespersons. A recent Midwest metro task-force survey concluded that the Midwest should have an advantage in future plant-site decisions due to the diversity of its industrial base. This diversity is conducive to development and/or redevelopment for two reasons: 1) substantial opportunities exist to upgrade productivity in such industrial and commercial activities as machine-tool manufacture, health care delivery, financial services, business services, real estate, and insurance; and 2) the industrial base provides a marketplace for the producers of communications hardware, software, and services.

Continued and final success for the East North Central region will require imagination, cooperation, and elbow grease—all attributes that were once thought of as singularly mid-American. With their well-established major markets, and their cadres of workforce, energy, and transportation networks working together, the states of Illinois, Indiana, Michigan, Ohio, and Wisconsin can look forward to meeting the development challenges of the mid-1980s.

STATE INFORMATION:

Financial assistance to industry:

- Investive tax credit
- Property tax exemption
- Bonds for Buildings
- Bonds for pollution control
- Aid for job training
- Site location assistance

Tax rates:

Corporate income tax	4.0%
Personal income tax	2.5%
Personal property tax	none
Sales tax	5% state; 1-3% local
Local inventory tax	none
Equipment & machinery tax	100% exempt
Franchise tax	⅒ of 1%
Gasoline tax	12¢/gal.

Advanced education facilities:

Four-year colleges & universities	179
Two-year or junior colleges	51
Vocational & business schools	232 +

Medical facilities:

Hospitals	240
Clinics	NA

Labor analysis:

High school graduates	4,300,000 in labor force
Nonagri. workers in unions	30.6%

Source: **Illinois Department of Commerce & Community Affairs**

ENVIRONMENT CONTROLS:

Air Pollution

Environ. Protection Agency, 2200 Churchill Rd., Springfield, 62701, 217/782-3397

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
ILLINOIS	11,418.5	11,511.2
Addison	28.8	NA
Alton	34.2	33.6
Arlington Heights	66.1	66.7
Aurora	81.3	84.0
Belleville	42.2	42.2
Berwyn	46.8	45.4
Bloomington	44.2	45.5
Bolingbrook	37.3	NA
Burbank	28.5	NA
Calumet City	39.7	NA
Carbondale	27.2	NA
Champaign	58.1	58.5
Chicago	3,005.1	2,938.9
Chicago Heights	37.0	36.1
Cicero	61.2	59.7
Danville	39.0	NA
Decatur	94.1	94.5
De Kalb	33.1	NA
Des Plaines	53.6	55.2
Downers Grove	39.3	44.5
East St. Louis	55.2	51.7
Elgin	63.8	66.8
Elk Grove Village	28.9	NA
Elmhurst	44.3	43.1
Evanston	73.7	72.2
Freeport	26.4	NA
Galesburg	35.3	NA
Glenview	30.8	NA
Granite City	36.8	35.9
Hanover Park	28.9	NA
Harvey	35.8	NA
Highland Park	30.6	NA
Hoffman Estates	38.3	NA
Joliet	78.0	79.2
Kankakee	30.1	30.2
Lansing	29.0	NA
Lombard	37.3	NA
Maywood	28.0	NA
Moline	45.7	45.7
Mount Prospect	52.6	52.4
Naperville	[illegible]	49.9
Niles	30.4	NA
Normal	35.7	37.1
Northbrook	30.7	NA
North Chicago	38.8	40.3
Oak Forest	26.1	NA
Oak Lawn	60.6	61.1
Oak Park	54.9	53.8
Palatine	32.2	NA
Park Forest	26.2	NA
Park Ridge	38.7	NA
Pekin	34.0	34.8
Peoria	124.2	123.8

In these changing times, it's nice to know where your next kilowatt is coming from.

Consider the effort you put into your business, the expense.

Consider the losses, if a shortage of power forced you to cut back. Or even shut down.

Now consider northern Illinois.

It's one area that can offer you a steady supply of power in the years ahead. Because Commonwealth Edison planned it that way.

We have the right fuel mix. We rely heavily on abundant fuels like coal and uranium.

And we're expanding our capacity. From 1983 to 1986, we'll have grown over 30%, giving northern Illinois businesses an additional 5,558,000 kilowatts to bank on.

Why not join us?

Write Jack Stephens, Coordinator, Economic Development, Commonwealth Edison, P.O. Box 767, Chicago, Illinois 60690. Or call him at (312) 294-3038. He'll send you a listing of sites. He'll put you in touch with key people who'll help with zoning, financing—anything you need to get started.

And we'll keep the kilowatts coming. You can count on it.

Commonwealth Edison

Circle 56 on Brochure Service Card

ILLINOIS

Quincy	42.4	42.3
Rock Island	47.0	47.6
Rockford	139.7	139.4
Schaumburg	52.3	54.5
Skokie	60.3	58.0
Springfield	99.6	102.5
Tinley Park	26.2	NA
Urbana	36.0	36.7
Waukegan	67.7	70.9
Wheaton	43.0	46.6
Wilmette	28.2	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

•	Census 1980 —Thousands—	Estimate 1984
Alton—Granite City	NA	267.3
Aurora—Elgin	NA	329.6
Bloomington—Normal	119.1	123.9
Champaign—Urbana—Rantoul	168.4	168.8
Chicago	7,102.3	6,028.5
Davenport—Rock Island—Moline, IA/IL	384.0	388.7
Decatur	131.4	132.0
East St. Louis—Belleville	NA	296.5
Joliet	NA	381.5
Kankakee	102.9	104.5
Lake County	NA	467.1
Peoria	365.9	370.9
Rockford	279.5	281.2
St. Louis, MO/IL	2,355.3	1,812.0
Springfield	187.8	193.6

NA = not available

State Employment Security Agency

For additional labor market information: Illinois Dept. of Employment Security, 910 S. Michigan Ave., Chicago, 60605, 312/793-5700

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
ILLINOIS	995.5	41.4	10.16
Bloomington—Normal	5.6	40.0	9.99
Champaign—Urbana—Rantoul	6.9	39.3	9.40
Chicago—Gary	708.8	NA	NA
Chicago SMSA	648.7	41.6	9.96
Davenport—Rock Island—Moline	34.3	39.2	12.35
Decatur	18.3	40.3	12.97
Kankakee	6.1	38.6	10.04
Peoria	36.0	42.1	12.55
Rockford	45.1	42.7	10.51
Springfield	5.8	42.8	11.61

NA = not available

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Davenport, Rock Island, Moline IA/IL 2/83	Chicago 3/84	St. Louis, MO/IL 3/84
Office, professional & technical			
Clerks, payroll	10.05	8.03	7.37
Secretaries	11.28	9.06	8.89
Stenographers	10.72*	9.94	8.22*
Switchbd opr-recept's	7.37	6.65	5.77
Drafters V	11.79	15.38	14.24
Electronics technicians	11.08(b)	10.39	10.39
Computer operators	12.46	8.95	8.01
Computer programmers (business)	14.92*	12.28	10.69
Maintenance & powerplant (men)			
Carpenters	13.18(c)	12.39	12.83(c)
Electricians	13.38(c)	13.12	13.47(c)
Engineers, stationary	13.64(c)	13.47	12.66
Machinists	12.93	13.27	13.83
Mechanics (machinery)	13.79(c)	12.81	11.27
Tool & die makers	14.34(c)	13.50	14.49(c)
Custodial & material movement (men)			
Guards	11.43(c)	9.18	10.52*
Janitors, porters & cleaners	10.39(c)	8.36	9.60*
Laborers, mat'l handling	9.92(c)	8.93	9.31
Ship & receive clerks	8.60(a)	8.27	8.96*
Truckdrivers	10.05*	13.05	10.08
Forklift operators	11.30(c)	9.48	10.74

*Computed from available statistics
(a) Mfg. & nonmfg. combined
(b) Nonmfg.
(c) Men & women

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ILLINOIS	5,559.1	466.3	8.4
Bloomington—Normal	65.4	3.6	5.5
Champaign—Urbana—Rantoul	87.3	4.3	4.9
Chicago	3,452.7	276.5	8.0
Davenport—Rock Island—Moline	180.6	19.4	10.8
Decatur	60.2	5.8	9.5
Kankakee	39.8	4.6	11.5
Peoria	163.8	15.3	9.4
Rockford	136.9	11.7	8.6
Springfield	103.0	6.5	6.3

*Preliminary figures

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	4,501.1	....	....
MANUFACTURING	951.1	40.6	9.70
Primary metal industries—**SIC 33**	57.9	40.4	11.81
Fabricated metal products—**SIC 34**	105.5	41.1	9.82
Machinery, except electrical—**SIC 35**	143.6	40.6	10.98
Electric & electronic equipment—**SIC 36**	128.8	40.3	8.58
Transportation equipment—**SIC 37**	35.8	42.7	10.84
Instruments & related prods.—**SIC 38**	34.2	39.6	8.72
Food & kindred products—**SIC 20**	99.7	41.0	9.70
Textile mill products—**SIC 22**	2.5*	41.3	6.17
Apparel & other textile prods.—**SIC 23**	17.3	36.3	5.88
Paper & allied products—**SIC 26**	32.1	42.2	8.14
Printing & publishing—**SIC 27**	98.9	38.1	10.78
Chemicals & allied products—**SIC 28**	60.5	41.6	10.21
Rubber & misc. plastics prods.—**SIC 30**	44.9	41.2	8.43

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (C) = Chicago.

Addison 11 (C)
Alton 4, 11, 16 (St. Louis, MO)
Arlington Heights 7 (C)
Aurora 4 (C)
Belleville 11, 16, 18 (St. Louis, MO)
Berwyn 4, 11 (C)
Bloomington 8, 11, 16, 33
Bolingbrook (C)
Burbank (C)
Calumet City 2, 12 (C)

In the land of Lincoln, a little goes a long, long way.

In northern Illinois, where less than half a cent buys one cubic foot of natural gas, your money does an honest day's work.

Our cost of energy is among the lowest in the nation, and the pennies you save can add up surprisingly fast. In fact, the more energy you use in your business, the more you stand to gain by locating in northern Illinois. Not only is natural gas here a bargain, but an extensive underground storage system will ensure your business dependable service despite peak demand.

Few states have our available energy, and none other has our diversified business opportunities and unique industrial resources. In northern Illinois especially, you'll find a land that might almost have been mapped out by your manager of planning and development.

Wherever you are in northern Illinois, you're right near the transportation hub of the country, Chicago, with ready access to all points by highway, air, water and rail. And whatever raw materials you may need, you'll probably find that some of your major suppliers are your neighbors.

For information on northern Illinois opportunities, and help with business expansion or re-location, write: J. Robert White, Director Industrial Development, Northern Illinois Gas, P.O. Box 190, Aurora, Illinois 60507.

If your business is going places, you belong in northern Illinois.

Circle 58 on Brochure Service Card

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ILLINOIS

Carbondale 11, 59
Champaign 8, 11, 16, 33, 51, 53, 57
Chicago 1-7, 10-12, 14, 16, 18, 19, 22-58, 60-70
Chicago Heights 2, 8, 9, 14, 18, 20 (C)
Cicero 2-4 (C)
Danville 8, 14, 16, 18, 20, 33
Decatur 5, 11, 16, 33
DeKalb 7 (Rockford)
Des Plaines 7, 19 (C)
Downer's Grove 4 (C)
East St. Louis 4, 5, 7, 8, 11, 15-18, 20, 21 (St. Louis, MO)
Elgin 7 (C)
Elk Grove Village 7, 14 (C)
Elmhurst 7, 11 (C)
Evanston 7 (C)
Freeport 11 (Rockford)
Galesburg 1, 4, 33
Glenview 7, 14 (C)
Granite City 5, 7, 8, 11, 16-18, 20, 21 (St. Louis, MO)
Hanover Park 14 (C)
Harvey 2, 10, 11 (C)
Highland Park 7 (C)
Joliet 1, 5, 7, 9, 11 (C)
Kankakee 11 (C)
Lansing 8 (C)
Lombard 7, 11 (C)
Maywood 7, 12 (C)
Moline 4, 13, 14, 24, 30, 33, 51, 53, 66
Mount Prospect (C)
Naperville 4 (C)
Niles 14 (C)
Normal 11, 16 (Bloomington)
Northbrook 14 (C)
North Chicago 7, 9 (C)
Oak Forest 7 (C)
Oak Lawn 2, 16, 18 (C)
Oak Park 2, 7 (C)
Palatine 7 (C)
Park Forest 9 (C)
Park Ridge 7 (C)
Pekin 8, 11 (Peoria)
Peoria 1, 4, 7, 8, 11, 16, 33, 51, 53, 65, 66
Quincy 4, 16, 33
Rock Island 4, 13, 14 (Moline)
Rockford 4, 7, 11, 14, 30, 41
Schaumburg 14 (C)
Skokie 7, 14 (C)
Springfield 5, 11, 16, 33, 51, 53, 59
Tinley Park 7 (C)
Urbana 8, 11, 16 (Champaign)
Waukegan 7, 9 (C)
Wheaton 7 (C)
Wilmette 7 (C)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Baltimore & Ohio Chicago Terminal
3. Belt Railway Co. of Chicago
4. Burlington Northern R.R. Co.
5. Chessie System Railroads
6. Chicago S. Shore & S. Bend R.R.
7. Chicago & North Western System
8. Conrail
9. Elgin, Joliet & Eastern Railway Co.
10. Grand Trunk Western R.R. Co.
11. Illinois Central Gulf R.R. Co.
12. Indiana Harbor Belt R.R. Co.
13. Iowa Railroad Co.
14. Milwaukee Road
15. Missouri-Kansas-Texas R.R. Co.
16. Norfolk Southern Corp.
17. St. Louis Southwestern Railway Co.
18. Seabord System Railroad
19. Soo Line Railroad Co.
20. Terminal R.R. Assn. of St. Louis
21. Union Pacific System.

Airlines

22. Air Canada
23. Air France
24. Air Midwest
25. Air Wisconsin
26. Alia
27. Alitalia
28. Alliance Airlines
29. American
30. American Central
31. Braniff
32. British Airways
33. Britt Airways
34. Capitol Air
35. Continental
36. Crescent Helicopters
37. Delta
38. Direct Air
39. Eastern
40. El Al
41. Frontier Horizon
42. Icelandair
43. Japan Air Lines
44. Jet American Airlines
45. Jet Express
46. KLM
47. Lufthansa
48. Mexicana
49. Midstate Airlines
50. Midway Airlines
51. Mississippi Valley
52. Northwest
53. Ozark
54. Pan American
55. People Express
56. Phillips Airlines
57. Piedmont
58. Republic
59. Resort Air
60. Sabena
61. SAS
62. Simmons Airlines
63. Susquehanna Airlines
64. Swissair
65. TWA
66. United
67. USAir
68. Western Airlines
69. Yugoslav Airlines
70. Zenith Int'l Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Addison — 3e, 7g
Alton — 11eg
Arlington Heights — 3e, 7g
Aurora — 3e, 7g
Belleville — 4eg
Berwyn — 3e, 7g
Bloomington — 4e, 7g
Bolingbrook — 3e, 7g
Burbank — 3e, 7g
Calumet City — 3e, 7g
Carbondale — 2eg
Champaign — 4eg
Chicago — 3e, 9g
Chicago Heights — 3e, 7g
Cicero — 3e, 7g
Danville — 4eg
Decatur — 4eg
DeKalb — 3e, 7g
Des Plaines — 3e, 7g
Downers Grove — 3e, 7g
East St. Louis — 11e
Elgin — 3e, 7g
Elk Grove Village — 3e, 7g
Elmhurst — 3e, 7g
Evanston — 3e, 7g
Freeport — 3e, 7g
Galesburg — 4eg
Glenview — 3e, 7g
Granite City — 4eg
Hanover Park — 3e, 7g
Harvey — 3e, 7g
Highland Park — 3e, 8g
Hoffman Estates — 3e, 7g
Joliet — 3e, 7g
Kankakee — 3e, 7g
Lansing — 3e, 7g
Lombard — 3e, 7g
Maywood — 3e, 7g
Moline — 5eg
Mt. Prospect — 3e, 7g
Naperville — 6e, 7g
Niles — 3e, 7g
Normal — 4e, 7g
Northbrook — 3e, 7g, 8g
North Chicago — 3e, 8g
Oak Forest — 3e, 7g
Oak Lawn — 3e, 7g
Oak Park — 3e, 7g
Palatine — 3e, 7g
Park Forest — 3e, 7g
Park Ridge — 3e, 7g
Pekin — 1eg
Peoria — 1eg
Quincy — 2eg
Rock Island — 5eg
Rockford — 3e, 7g
Schaumburg — 3e, 7g
Skokie — 3e, 7g
Springfield — 10e, 1g
Tinley Park — 3e, 7g
Urbana — 4e
Waukegan — 3e, 8g
Wheaton — 3e, 7g
Wilmette — 3e, 7g

1. Central Illinois Light Co.
   300 Liberty St., Peoria 61602
2. Central Illinois Public Service Co.
   607 E. Adams St., Springfield 62701
3. Commonwealth Edison Co.
   One 1st Nat'l. Pl., Box 767, Chicago 60690
4. Illinois Power Co.
   500 S. 27th St., Decatur 62525
5. Iowa-Illinois Gas and Elec. Co.
   206 E. 2nd St., Davenport, IA 52808
6. Naperville Electrical Dept.
   175 W. Jackson Ave., Naperville 60566
7. Northern Illinois Gas Co.
   P.O. Box 190, Aurora 60507
8. North Shore Gas Co.
   122 S. Michigan Ave., Chicago 60603
9. Peoples Gas Light and Coke Co.
   122 S. Michigan Ave., Chicago 60603
10. Springfield W. L. & P. Dept.
    201 Municipal Bldg., Springfield 62757
11. Union Electric Co. 1901 Gratiot St.,
    St. Louis, MO 63166

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Aurora	20	73	6618	733
Chicago	21	73	6455	740
Danville	26	75	5599	1009
Decatur	26	77	5453	1175

DeKalb	19	73	6703	767
Moline	20	75	6498	899
Peoria	22	75	6226	948
Quincy	24	77	5789	1120
Rockford	18	73	6952	714
Springfield	25	77	5654	1165
Urbana	25	75	5758	1019
Waukegan	20	72	6881	591

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	2,000	91,100
Clays (excl. fuller's earth)	445	2,178
Gem stones	NA	15
Sand & gravel:		
Construction	22,000	58,000
Industrial	4,000	45,000
Stone:		
Crushed	44,500	172,000
Dimension	2	67
Combined value of barite, cement (masonry), clays (fuller's earth), fluorspar, lead, lime, peat, silver, tripoli, and zinc		55,377
Grand Total Illinois 1983		**423,737**

* = thousand short tons
NA = not available

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Woelffer, Michael, Dir.
Illinois Dept. of Commerce & Community Affairs
620 E. Adams
Springfield, 62706
217/782-7500

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Aurora

Dietmeyer, Vicki L., Exec. Dir.
Aurora Econ. Dev. Cmsn.
40 W. Downer Pl., 60506
312/897-9214

White, J. Robert
Northern Ill. Gas Co.
P.O. Box 190, 60507-0190
312/355-8000 Ext. 2550

Champaign

Foote, Deane C., Econ. Dev. Dir.
Champaign Chamber of Comm.
109 W. University Ave. 61820
217/359-1791

Chicago

Brace, Kenneth L., C.I.D.
Exec. Dir. & Sec'y
Calumet Area Ind. Dev. Cmsn.
1000 E. 111th St., 7th Fl., 60628
312/928-6000

Kalb, F. E. "Skip", Jr., Ind. Dev. Dir.
Atchison, Topeka & Sante Fe R.R.
80 E. Jackson Blvd., 60604
312/347-2437

Lovell, Robert G., C.I.D., V.P.
Continental Bank
231 S. LaSalle St., 60697
312/828-8891

Mier, Robert, Dept. of Econ. Dev. Cmsr.
City of Chicago
20 N. Clark St., 28th Fl., 60602
312/744-3881

Stephens, Jack, Econ. Dev. Coord.
Commonwealth Edison
P.O. Box 767, 60690
312/294-3038

Decatur

Eggers, Richard L., Area Dev. Supvr.
Energy Programs Dept.
Illinois Power Co.
500 S. 27th St., 62525-1805
217/424-6801

Joliet

Rodeghiero, G. H., Ind. Dev. Mgr.
Elgin, Joliet & Eastern Rwy. Co.
P.O. Box 880, 60434
815/740-6641

Dodd, David R., C.I.D., Exec. V.P.
Gtr. Joliet, Inc.
214 N. Ottawa St., 60431
815/723-1800

Quincy

Sellers, Albert R., Exec. Dir.
Great River Econ. Dev. Fdtn.
314 Maine St., 62301
217/223-4313

Rockford

Clark, Richard G., Pres. & C.E.O.
Durham, Charles L., Econ. Dev. Spec.
Dept. of Comm. Dev.
City of Rockford
425 E. State St., 8th Fl., 61104
815/987-5610

Springfield

Browning, William O., C.I.D., Pres.
Boer, Michael P., Dev. & Plng. Exec. V.P.
Gtr. Springfield Chamber of Comm.
3 S. Old State Capitol Plz., 62701
217/525-1173

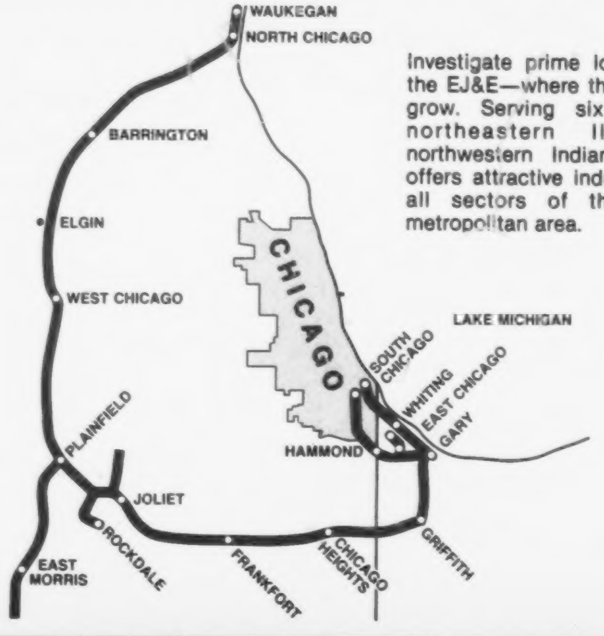
Rakers, Raymond E.
Central Illinois Public Service Co.
607 E. Adams St., 62701
217/525-5243

Wheaton

Abel, Joseph H., Dir.
DuPage Cty. Dev. Dept.
421 N. Country Farm Rd., 60187
312/682-7230

PLANT LOCATION ADVERTISERS offer you the best possible contacts for information on their areas. Contact them directly or use the handy reader inquiry card in the back of the book.

CHICAGOLAND INDUSTRIAL SITES



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Phone 815-740-6641 • Chicago Phone 312-242-5040
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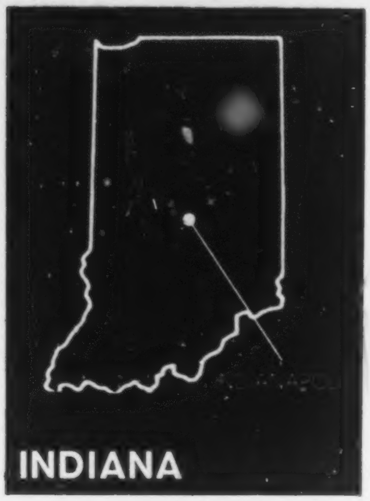

STATE INFORMATION:

Financial assistance to industry:

- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Enterprise Zones
- Tax abatement (graduated)
- New mfg. machinery & equipment property tax abatement (graduated)
- Loan guarantee program
- Grants & loans for site development
- Venture Capital Corporation
- Corp. for Science & Technology
- Corp. for Innovation Development

Tax rates:

Corporate income tax	approx. 3%
Personal income tax	3%
Local option county adjusted income tax	0.05-1%
Adjusted gross income tax	0.05-1%
Personal property tax	varies locally
Sales tax	5%
Inventory tax	none (if certain conditions are met)
Equipment and machinery tax	none (if certain conditions are met)
Incorporation fee	$30 minimum, $6 certification fee
State corporate income tax	normal rate either 3% adjusted gross income tax or .325-1.3% gross income tax; and 4% supplemental net income.

Advanced education facilities:

Four-year colleges & universities	60
Two-year or junior colleges	6
Vocational & business schools	101

Source: **Indiana Department of Commerce**

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
INDIANA	5,490.2	5,526.3
Anderson	64.7	63.1
Bloomington	51.6	54.4
Columbus	30.3	NA
East Chicago	39.8	37.9
Elkhart	41.3	40.9
Evansville	130.5	129.1
Fort Wayne	172.2	171.5
Gary	152.0	145.8
Hammond	93.7	90.2
Highland	25.9	NA
Indianapolis	700.8	689.6
Kokomo	47.8	45.5
Lafayette	43.0	42.6
Lawrence	25.6	NA
Marion	35.9	NA
Merrillville	27.7	NA
Michigan City	36.9	NA
Mishawaka	40.2	40.4
Muncie	77.2	75.5
New Albany	37.1	38.2
Portage	27.4	NA
Richmond	41.3	40.0
South Bend	109.7	105.7
Terre Haute	61.1	59.3

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Anderson	139.3	137.3
Bloomington	98.4	101.3
Cincinnati, OH/KY/IN	1,401.4	1,395.0
*Elkhart—Goshen	137.3	139.7
Evansville, IN/KY	309.4	282.7
Fort Wayne	383.0	355.2
*Gary—Hammond	642.8	636.4
Indianapolis	1,166.9	1,180.4
Kokomo	103.7	102.8
*Lafayette	121.7	123.2
Louisville, KY/IN	906.2	964.7
Muncie	128.6	125.1
*South Bend—Mishawaka	280.8	236.7
Terre Haute	176.6	135.3

*SMSA renamed in federal government's latest revisions.

ENVIRONMENT CONTROLS:

Air & Water Pollution

State Board of Health, Health Bldg., 1330 W. Michigan, Indianapolis, 46202, 314/633-0700

State Employment Security Agency

For additional labor market information: Employment Security Div., Research & Statistics Div., 10 N. Senate Ave., Indianapolis, 46204, 314/232-7722

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
INDIANA	610.9	41.8	10.44
Anderson	19.9	NA	NA
Elkhart	48.6	NA	NA
Evansville	33.5	NA	NA
Fort Wayne	49.2	NA	NA
Gary—Hammond—East Chicago	60.1	40.3*	13.22*
Indianapolis	110.5	42.0*	10.73*
Lafayette—West Lafayette	11.4	NA	NA
Muncie	11.6	NA	NA
South Bend	31.0	NA	NA
Terre Haute	12.7	NA	NA

*August 1984 figures
NA = not available

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
INDIANA	2,660.5	187.7	7.1
Anderson	57.3	3.7	6.5
Elkhart	87.1	4.9	5.6
Evansville	151.7	11.3	7.4
Fort Wayne	187.5	11.2	6.0
Gary—Hammond—East Chicago	265.8	37.1	13.9
Indianapolis	625.3	34.4	5.5
Lafayette—West Lafayette	67.0	2.9	4.4
Muncie	54.7	4.1	7.5
South Bend	149.6	8.6	5.8
Terre Haute	82.4	5.9	7.2

*Preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anderson 4 (Muncie)
Bloomington 7, 11, 14
Columbus 4 (Bloomington)
East Chicago 1, 3, 5, 8, 10 (Chicago, IL)
Elkhart 4, 12
Evansville 4, 7, 10, 11, 14, 17, 19, 25, 29
Fort Wayne 4, 10, 12, 13, 15, 17, 25
Gary 2, 3-5, 10 (Chicago, IL)
Hammond 1, 3-5, 8, 10, 11 (Chicago, IL)
Indianapolis 2, 4, 7, 10-14, 16, 17, 19-23, 26-29
Kokomo 4, 10, 18
Lafayette 4, 10, 12, 14
Marion (Kokomo)
Michigan City 2, 3, 4, 10, 24
Mishawaka 4, 6 (South Bend)
Muncie 2, 10, 14
New Albany 4, 10, 11 (Louisville, KY)
Richmond 2, 4, 10 (Dayton, OH)
South Bend 3, 4, 6, 10, 12, 14, 25, 26, 29
Terre Haute 4, 9, 11, 14

Railroads

1. Baltimore & Ohio Chicago Terminal
2. Chessie System Railroads
3. Chicago S. Shore & S. Bend R.R.
4. Conrail
5. Elgin, Joliet & Eastern Railway Co.

6. Grand Trunk Western R.R. Co.
7. Illinois Central Gulf R.R. Co.
8. Indiana Harbor Belt R.R. Co.
9. Milwaukee Road
10. Norfolk Southern Corp.
11. Seaboard System Railroad

Airlines

12. Air Wisconsin
13. American
14. Britt Airways
15. Comair
16. Continental
17. Delta
18. Direct Air
19. Eastern
20. Florida Express
21. Midstate Airlines
22. Ozark
23. Pan American
24. Phillips Airlines
25. Piedmont
26. Republic
27. TWA
28. United
29. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anderson — 1e, 3e, 4g
Bloomington — 9e, 4g
Columbus — 9e, 4g
East Chicago — 8eg
Elkhart — 3e, 8g
Evansville — 12eg
Fort Wayne — 3e, 8g
Gary — 8eg
Hammond — 8eg
Highland — 8eg
Indianapolis — 5e, 2g
Kokomo — 9e, 6g
Lafayette — 9e, 4g
Lawrence — 5e
Marion — 3e, 2g, 4g
Merrillville — 3eg
Michigan City — 8eg
Mishawaka — 7e, 8g
Muncie — 3e, 4g
New Albany — 9e
Portage — 8eg
Richmond — 3e, 11e, 10g
South Bend — 3e, 8g
Terre Haute — 9e, 13g

1. Anderson Mun. Light & Power
   550 Baxter Rd., Anderson 46018
2. Citizens Gas & Coke Utility
   2020 N. Meridian St., Indianapolis 46202-1306
3. Indiana & Michigan Elec. Co.
   One Summit Sq., Box 60, Ft. Wayne 46801
4. Indiana Gas Co.
   1630 N. Meridian St., Indianapolis 46202
5. Indianapolis Power & Light Co.
   25 Monument Circle, Box 1595-B
   Indianapolis 46206
6. Kokomo Gas & Fuel Co.
   900 E. Blvd., Kokomo 46902
7. Mishawaka Municipal Util.
   126 N. Church St., Mishawaka 46544
8. Northern Indiana Public Service Co.
   5265 Hohman Ave., Hammond 46320

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Gary-Hammond-E. Chicago, IN 11/84	Indianapolis 10/84	South Bend 8/84	Louisville, KY/IN 11/82
Office, professional & technical				
Clerks, payroll	9.25	7.83	7.26	6.74
Secretaries	11.21	10.23	8.69	8.73
Stenographers	10.75(a)	9.40(a)	8.13(a)	8.45(a)
Switchbd opr-recep'st	5.73(a)	5.94	5.84	5.39
Drafters V	NA	14.91	11.93	13.28
Electronic tech'n	14.10	11.28	8.99*	11.67
Computer operators	11.06	10.65	9.09	9.69
Computer programmers (business)	13.66(a)	11.01	10.33	11.13*
Maintenance & powerplant (men)				
Carpenters	13.08(c)	13.99(c)	10.60	11.87
Electricians	13.53(c)*	14.13(c)	11.75	12.74
Engineers, stationary	11.99(c)	13.58(c)	NA	12.81
Machinists	12.78(c)	12.39(c)	NA	13.55
Mechanics (machinery)	13.68(c)	13.98(c)	11.70	13.29
Tool & die makers	13.03(c)	13.86(c)	13.10	12.21
Custodial & material movement (men)				
Guards and watchmen	10.51(c)	NA	8.75	9.44
Janitors, porters & cleaners	8.88(c)	9.19(c)	9.38	8.80*
Laborers, material handling	NA	9.76(c)	7.76	9.77*
Ship & receive clerks	NA	7.51(c)	NA	8.75
Truckdrivers	12.65(c)	10.70(c)	8.16	9.33
Forklift operators	11.79(c)	10.79(c)	9.26	9.55

*Computed from available statistics
(a) Mfg. & non-mfg. combined
(c) Men & women

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A Tap On Ample Water Supplies

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NIPSCO Northern Indiana Public Service Company

Circle 60 on Brochure Service Card

9. Public Service Co. of Indiana, Inc.
   1000 E. Main St., Plainfield 46168
10. Richmond Gas Corp.
   33 S. 7th St., Richmond 47374
11. Richmond Power. & Lt.
   2000 U.S. 27 S., Box 908, Richmond 47374
12. Southern Indiana Gas & Elec. Co.
   20-24 N.W. 4th St., Evansville 47741
13. Terre Haute Gas Corp.
   632 Cherry St., Terre Haute 47807

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	2,007.4	. . . .	. . . .
MANUFACTURING	576.6	41.0	10.10
Primary metal industries—SIC 33	82.7	40.7	12.53
Fabricated metal products—SIC 34	48.7	41.7	9.35
Machinery, except electrical—SIC 35	59.1	40.9	10.18
Electric & electronic equipment—SIC 36	84.2	41.1	10.33
Transportation equipment—SIC 37	72.3	41.5	11.65
Instruments & related prods.—SIC 38	11.8	40.2	8.15
Food & kindred products—SIC 20	35.6	40.4	9.37
Paper & allied products—SIC 26	11.2	42.4	8.81
Printing & publishing—SIC 27	29.6	38.9	8.91
Chemicals & allied products—SIC 28	29.1	43.0	11.35
Rubber & misc. plastics prods.—SIC 30	33.6	41.6	8.06

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	W	W
Clays	583	1,555
Gem stones	NA	1
Peat	92	2,740
Sand & gravel (construction)	14,500	38,000
Stone:		
Crushed	22,500	79,900
Dimension	144	13,815
Combined value of abrasives (natural), cement (masonry), gypsum, lime, sand and gravel (industrial), and values indicated by the symbol W		116,331
Grand Total Indiana 1983		**252,342**

* = thousand short tons
NA = not available
W = withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Anderson	26	74	5884	890
Columbus	28	75	5509	964
Evansville	31	78	4729	1378
Fort Wayne	23	73	6320	786
Gary	23	74	6251	875
Indianapolis	26	75	5650	988
Kokomo	25	74	6035	962
Marion	24	73	6318	734
Richmond	26	73	5973	728
South Bend	23	73	6377	710
Terre Haute	26	76	5521	1049

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Akers, Mark, Ind. Dev. Dir.
Kobe, Ken, Bus. & Fin. Svcs. Dir.
Indiana Dept. of Commerce
Indiana Commerce Center
One N. Capital, Suite 700
Indianapolis, 46204-2248
317/232-8888
317/232-8782

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Columbus
Richmond, David, C.I.D., Dir.
Columbus Econ. Dev. Bd.
500 Franklin St., 47201
812/379-4457

Evansville
Vercauteren, Patrick J., Econ. Dev. Mgr.
Metro. Evansville Chamber of Comm.
329 Main St., 47708
812/425-8147

Ft. Wayne
Lake, Stephen P., Econ. Dev. Div. V.P.
Gtr. Ft. Wayne Chamber of Comm.
826 Ewing St., 46802
219/424-1435

Hammond
Bowles, Edward H., Area Div. Dir.
Northern Indiana Public Service Co.
5265 Hohman Ave., 46320
219/853-5237

Indianapolis
Hardy, John, Econ. Dev. Dir.
Indianapolis Power & Light Co.
25 Monument Circle
P.O. Box 1595B, 46206
317/261-8395

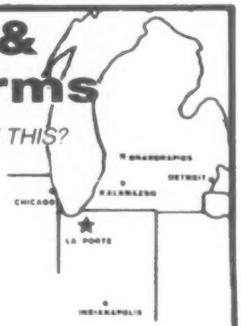
South Bend
Bessire, Howard D., C.I.D.
Exec. Dir. & CEO
Ind. Fdtn. Inc. of South Bend
244 W. Jefferson, Suite 503, 46601
219/234-8565

Commercial & Industrial Firms

DOES YOUR CHECKLIST LOOK LIKE THIS?

LA PORTE, INDIANA
LOCATION CHECKLIST

Available Industrial Sites
Skilled Work Force
Unbeatable Quality of Life
Excellent Access to Markets
Positive Business Climate
Numerous Financial Benefits
Favorable Business Taxes
Numerous Educational Opportunities
Lowest in Midwest Workman's Compensation
Lowest in Midwest Unemployment Compensation



For more information on LaPorte's many advantages for industry.
Contact:
Greater LaPorte Chamber of Commerce
609 Michigan Avenue
LaPorte, Indiana 46350 (219) 362-3178

Produced in cooperation with the
Indiana Department of Commerce
Lt. Governor John M. Mutz, Director

Circle 153 on Brochure Service Card

PLANT LOCATION ADVERTISERS

offer you the best possible contacts for information on their areas.

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LANSING
Lake Michigan
MICHIGAN

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings, machinery, & equipment
- Bonds for pollution control
- Complete job training services
- Many financial services through local community growth alliances & economic development corporations

Tax rates:

Corporate income tax	NA*
Personal income tax	5.35%
Sales tax	4%
Inventory tax	NA*
Real & personal property tax	rates vary locally
Single bus. tax	2.35% of tax base
Gasoline tax	$.15/gal.

*Eliminated by single business tax

Advanced education facilities:

Four-year colleges & universities	72
Two-year or junior colleges	29
Vocational & business schools	285

Medical facilities:

Hospitals	232
Clinics	439

Labor analysis:

High school graduates	125,666
Nonfarm workers in unions	35%

Source: **Michigan Department of Commerce**

ENVIRONMENT CONTROLS:

Air Pollution

Robert Miller, Acting Chief, Air Quality Div., Dept. Natural Resources, P.O. Box 30028, Lansing, 48909, 517/322-1330

Water Pollution

Gary E. Guenther, Chief, Environ. Protection Bureau, Dept. Natural Resources, same address as above, 517/373-1947

State Employment Security Agency

For additional labor market information: Employment Security Cmsn., Dept. of Labor, 510 Boulevard Bldg., 7310 Woodward Ave., Detroit, 48202, 313/876-5000

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Jackson, Michigan 49201
(517) 788-4455

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Title ____________ Phone ____________
Firm ____________
Address ____________
Telex ____________

Muskegon/Oceana OutReach Effort of New Muskegon
One Lumberman's Square Suite 300
Muskegon, MI, U.S.A. 49440 Phone: 616/722-6673
Telex: 910 380 3359 New Muskegon U.D.

Circle 67 on Brochure Service Card

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
MICHIGAN	9,258.3	9,129.3
Allen Park	34.2	NA
Ann Arbor	107.3	107.5
Battle Creek	35.7	54.9
Bay City	41.6	39.0
Burton	30.0	NA
Dearborn	90.7	85.4
Dearborn Heights	67.7	63.1
Detroit	1,203.3	1,105.9
East Detroit	38.3	NA
East Lansing	48.3	50.7
Farmington Hills	58.1	59.4
Ferndale	26.2	NA
Flint	159.6	150.0
Garden City	35.6	NA
Grand Rapids	181.8	181.2
Highland Park	27.9	NA
Holland	26.3	27.1
Inkster	35.2	NA
Jackson	39.7	38.0
Kalamazoo	79.7	78.7
Kentwood	30.4	NA
Lansing	130.4	127.3
Lincoln Park	45.1	42.1
Livonia	104.8	101.9
Madison Heights	35.4	NA
Midland	37.3	37.1
Muskegon	40.8	39.3
Oak Park	31.5	NA
Pontiac	76.7	72.8
Port Huron	34.0	33.4
Portage	38.2	NA
Roseville	54.3	52.4
Royal Oak	70.9	67.5
Saginaw	77.5	73.7
St. Clair Shores	76.2	72.9
Southfield	75.6	74.6
Southgate	32.1	NA
Sterling Heights	109.0	114.0
Taylor	77.6	78.1
Troy	67.1	68.7
Warren	161.1	155.4
Westland	84.6	83.2
Wyandotte	34.0	NA
Wyoming	59.6	61.3

NA = not available

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Detroit 4/84
Office, professional & technical	
Clerks, payroll	10.03
Secretaries	12.49
Stenographers	9.68
Switchbd opr-recept's	6.85
Drafters V	16.65
Electronics tech'ns	12.96
Computer operators	12.71
Computer programmers (business)	13.75
Maintenance & powerplant (men)	
Carpenters	13.80
Electricians	14.20
Engineers, stationary	13.64
Machinists	12.58
Mechanics (machinery)	14.00
Tool & die makers	14.02
Custodial & material movement (men)	
Guards	11.88
Janitors, porters & cleaners	11.16
Laborers, material handling	11.79
Shipping & receiving clerks	9.99
Truckdrivers	11.59
Forklift operators	11.85

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Ann Arbor	264.7	268.7
Battle Creek	187.3	135.9
Benton Harbor	171.3	165.7
Detroit	4,352.8	4,346.9
Flint	521.6	437.8
Grand Rapids	601.7	610.4
Jackson	151.5	150.0
*Kalamazoo	279.2	212.4
Lansing—East Lansing	468.5	421.1
*Muskegon	179.6	153.5
*Saginaw—Bay City—Midland	NA	414.7
Toledo, OH/MI	791.6	617.1

*SMSA renamed in federal government's latest revisions.
*NA = not available

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
MICHIGAN	961.4	43.1	12.28
Ann Arbor	36.4	44.5	13.10
Battle Creek	18.3	41.0	12.62
Bay City	8.0	41.9	10.61
Benton Harbor	19.4	NA	NA
Detroit	453.6	44.0	12.94
Flint	72.8	43.6	14.81
Grand Rapids	92.9	41.6	10.46
Jackson	12.2	44.0	9.93
Kalamazoo—Portage	32.3	41.0	11.49
Lansing—East Lansing	40.4	44.8	13.73
Muskegon—Norton Shores—Muskegon Heights	19.9	40.9	10.80
Saginaw	27.4	43.9	14.36

NA = not available

Unemployment

Major Market Areas—8/84

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MICHIGAN	4,417.6	455.6	10.3
Ann Arbor	149.0	10.0	6.7
Battle Creek	82.1	7.3	8.9
Bay City	55.5	7.6	13.6

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Add to all that, the personal service we deliver, including having a modern, reliable electric power system for your present and future needs, and you'll see why our Team is constantly on the go.

Call us next time you need a little magic performed. We'd love to amaze you. Write us, or call 313-237-8921.

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MICHIGAN

Benton Harbor		
72.7	6.8	9.4
Detroit		
2,008.2	210.7	10.5
Flint		
222.0	27.3	12.3
Grand Rapids		
342.3	27.7	8.1
Jackson		
65.5	7.4	11.4
Kalamazoo—Portage		
143.5	10.6	7.4
Lansing—East Lansing		
255.7	27.0	10.6
Muskegon—Norton Shores—Muskegon Heights		
78.7	7.8	9.8
Saginaw		
103.9	10.5	10.1

Industrial Mix—1983

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
3,186.3	....	....
MANUFACTURING		
880.8	42.5	11.62
Primary metal industries—**SIC 33**		
50.5	41.4	12.22
Fabricated metal products—**SIC 34**		
102.5	42.3	11.38
Machinery, except electrical—**SIC 35**		
116.6	41.2	11.62
Electric & electronic equipment—**SIC 36**		
29.9	41.9	10.04
Transportation equipment—**SIC 37**		
321.0	44.2	13.32
Instruments & related prods.—**SIC 38**		
13.1	....	....
Food & kindred products—**SIC 20**		
45.1	41.4	9.87
Textile mill products—**SIC 22**		
1.4	....	....
Apparel & other textile prods.—**SIC 23**		
17.6	....	....
Paper & allied products—**SIC 26**		
20.1	44.5	10.63
Printing & publishing—**SIC 27**		
33.0	37.6	8.91
Chemicals & allied products—**SIC 28**		
39.6	41.1	11.14
Rubber & misc. plastics prods.—**SIC 30**		
30.1	....	....

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Allen Park — 4e
Ann Arbor — 4e, 6g
Battle Creek — 3e, 1g
Bay City — 2e, 3eg
Burton — 3g
Dearborn — 4e, 6g
Dearborn Heights — 4e, 6g
Detroit — 4e, 10e, 6g
East Detroit — 4e, 3g
East Lansing — 3eg, 5e
Farmington Hills — 4e, 3g
Ferndale — 4e, 3g
Flint — 3eg
Garden City — 4e, 3g
Grand Rapids — 3e, 6g
Highland Park — 4e
Holland — 7eg, 11e
Inkster — 4e
Jackson — 3eg
Kalamazoo — 3eg
Kentwood — 3e
Lansing — 5e, 3g
Lincoln Park — 4e
Livonia — 4e, 3g
Madison Heights — 4e, 3g
Midland — 3eg
Muskegon — 3e, 6g
Oak Park — 4e, 3g
Pontiac — 3eg
Portage — 3eg
Port Huron — 4e, 8g
Roseville — 4e, 3g
Royal Oak — 4e, 3g
Saginaw — 3eg
St. Clair Shores — 4e, 3g
Southfield — 4e, 3g
Southgate — 4e
Sterling Heights — 4e, 3g
Taylor — 4e
Troy — 4e, 3g
Warren — 4e, 3g
Westland — 4e, 3g
Wyandotte — 9e
Wyoming — 3e

1. Battle Creek Gas Co.
   23 E. Michigan Mall, Battle Creek 49016
2. Bay City Electric Lt. & Power
   900 S. Water St., Bay City 48706
3. Consumers Power Co.
   212 W. Michigan Ave., Jackson 49201
4. Detroit Edison Co.
   2000 Second Ave., Detroit 48226
5. Lansing Bd. of Water and Lt.
   123 W. Ottawa St., Box 13007
   Lansing 48901
6. Michigan Consolidated Gas Co.
   500 Griswold, Detroit 48226
7. Michigan Power Co.
   100 S. Main St., Box 367, Three Rivers 49093
8. Southeastern MI Gas Co.
   405 Water St., Port Huron 48060
9. Wyandotte Munic. Service Cmsn.
   3005 Biddle Ave., Wyandotte 48193
10. Detroit Public Lighting Dept.
    9449 Grinnell Ave., Detroit 48213
11. Holland Board of Pub. Works
    268 River Ave., Holland 49423

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (D) = Detroit.

Allen Park 5, 6 (D)
Ann Arbor 2 (D)
Battle Creek 2, 5, 7
Bay City 1, 4, 5 (Saginaw)
Burton 5 (Flint)
Dearborn 1, 2, 5, 6 (D)
Dearborn Heights (D)
Detroit 1-3, 5-19, 22-32, 34, 35, 37-40
East Detroit 5 (D)
East Lansing 1, 5 (Lansing)

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Complete Industrial Development Services

MEMBER COMMUNITIES:

Allen Park
Brownstown Township
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Flat Rock
Gibraltar
Grosse Ile Township
Lincoln Park
Melvindale
Rockwood
Southgate
Taylor
Trenton
Woodheaven
Wyandotte
River Rouge
Riverview

Lake Michigan
Downriver DCC

DCC

Downriver Community Conference (DCC)
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Southgate, Michigan 48195
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During our worst year since 1960 . . . less than 1% of our labor force went on strike.

Averaged out, this is less time in a year than your secretary spends on one daily coffee break. Less than you spend reading your mail.

Why such reasonableness? For one thing, the work ethic is alive and well and living in Greater Grand Rapids, Michigan.

Our hard workers honor their contracts and respect their jobs.

There's a lot more to know about Greater Grand Rapids. The bright people in our Economic Development Department have the answers you need. They'll get back to you fast and confidentially . . . with specific information about our industrially zoned sites.

Sites ranging from 2 to 250 acres. All within 15-miles of the core city.

Write Joseph D. Powers, Director of Economic Development, Grand Rapids Area Chamber of Commerce, 17 Fountain, N.W., Grand Rapids, Michigan 49503. Or, call area (616) 459-7221. Collect!

Greater Grand Rapids

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Ferndale 5 (D)
Flint 1, 5, 7, 8, 11, 24, 31, 35
Garden City (D)
Grand Rapids 1, 2, 5, 9, 21, 27, 31, 32, 38, 39
Highland Park 1, 2, 5, 6 (D)
Holland 1 (Grand Rapids)
Inkster 2 (D)
Jackson 2, 9, 16-18, 20, 33, 36, 39
Kalamazoo 2, 5, 7, 8, 31, 32, 35
Kentwood (Grand Rapids)
Lansing 1, 2, 5, 21, 31, 32, 35
Lincoln Park 2 (D)
Livonia 1 (D)
Madison Heights (D)
Midland 1, 5 (Saginaw)
Muskegon 1, 5, 7, 24, 35
Oak Park (D)
Pontiac 5 (D)
Port Huron 1, 5 (Sarnia, Ont.)
Portage 2 (Kalamazoo)
Roseville (D)
Royal Oak 5 (D)
Saginaw 1, 5, 32, 35, 38
St. Clair Shores (D)
Southfield (D)
Southgate (D)
Sterling Heights (D)
Taylor 5, 6 (D)
Troy (D)
Warren 2 (D)
Westland (D)
Wyandotte 5 (D)
Wyoming 1, 2 (Grand Rapids)

Railroads

1. Chessie Systems Railroads
2. Conrail
3. CP Rail
4. Detroit & Mackinac Railway Co.
5. Grand Trunk Western R.R. Co.
6. Norfolk Southern Corp.

Airlines

7. Air Wisconsin
8. Allegheny Commuter
9. American
10. American Central
11. BAS Airlines
12. Best Airlines
13. Braniff
14. British Airways
15. Britt Airways
16. Continental
17. Delta
18. Eastern
19. Empire
20. Flight Line
21. Freedom Airlines
22. Icelandair
23. Jetstream Int'l
24. Midstate Airlines
25. Midway Airlines
26. New York Air
27. Northwest
28. Ozark
29. Pan American
30. People Express
31. Piedmont
32. Republic
33. Royale Airlines
34. Sabena
35. Simmons Airlines
36. Sunbelt Airlines
37. TWA
38. United
39. USAir
40. Wright Airlines

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	3,900	102,900
Masonry	185	12,180
Clays	1,530	6,720
Gem stones	NA	15
Gypsum	790	6,346
Lime	583	27,887
Peat	186	3,429
Salt	1,331	89,801
Sand & gravel:		
Construction	22,800	52,200
Industrial	3,700	28,000
Stone:		
Crushed	25,000	82,500
Dimension	4	112
Combined value of bromine, calcium chloride, copper, iodine, iron ore, iron oxide pigments (crude), and magnesium compounds		649,882
Grand Total Michigan 1983		**1,141,872**

* = thousand short tons
NA = not available

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. °F		Degree Days	
	Jan.	Jul.	Heating	Cooling
Ann Arbor	24	73	6346	723
Battle Creek	22	72	6723	599
Detroit	23	72	6563	615
Flint	21	70	7086	456
Grand Rapids	22	71	6927	570
Holland	24	71	6569	587
Jackson	22	72	6833	609
Kalamazoo	24	73	6281	751
Lansing	22	71	6987	530
Midland	22	72	6847	555
Muskegon	23	70	6925	451
Pontiac	22	72	6858	638
Port Huron	24	72	6611	621
Saginau	21	71	7103	501
Ypsilanti	24	73	6479	708

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Hoffman, Carol A.
Business & Community Dev.
Michigan Dept. of Commerce
P.O. Box 30225, Lansing, 48909
517/373-3530

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Ann Arbor

Ammann, Michael S., Exec. Dir.
Washtenaw Dev. Council
3135 S. State St.
Suite 205, 48104
313/761-9317

Bay City

Konicek, Richard R., Exec. Dir.
Forward Bay County, Inc.
301 Washington Ave., 48708
517/893-5596

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Things are changing in Lansing for business.

In the not so distant past, businesses seeking assistance in Lansing were confronted with a simple dilemma: who, out of the confusing maze of boards and bureaus, sections and sub-sections, offices of This, That, and The Other Thing, could listen and help?

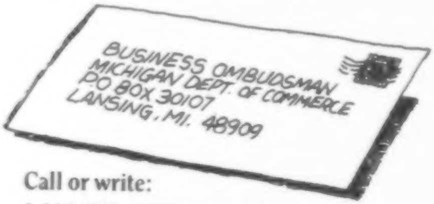
Fortunately, that's changing now. As evidence, we submit the Business Ombudsman.

The Office of the Business Ombudsman is part of our drive for new efficiency and responsiveness. Staff members of the office act as mediators for businesses dealing with state regulatory agencies. The Office of the Business Ombudsman is a kind of "one-stop shopping center," where you can easily obtain assistance in getting necessary permits and licenses, and get help in cutting government red tape. Best of all, they're fast. Our representatives will begin helping you within 72 hours of your first contact.

Since we created the Office of the Ombudsman, the response has been an average of fifty calls a day.

That proves to us what we've always suspected was true: not that Lansing and business weren't talking — we just weren't talking to each other.

Well, the lines are open now.



Call or write:

1-800-232-2727 in Michigan.
1-517-373-6241 out of state.

YES M!CH!GAN

Michigan business, the answer is yes.

Circle 66 on Brochure Service Card

Detroit

Bogdon, Albert J., Jr.,
R.E. & Ind. Dev. Mgr.
Chessie System Railroads
P.O. Box 790, 48037
313/552-5000

Econ. Dev. Dept. Detroit Edison
2000 Second Ave., 48226
313/237-8921

Pryor, Jack, C.I.D., Exec. V.P.
City of Detroit Econ. Dev. Corp.
Suite 999, First Nat'l Bldg., 48226
313/963-2940

Grand Rapids

Powers, Joseph D., Econ. Dev. Dir.
Grand Rapids Area Chamber of Comm.
17 Fountain, N.W., 49503
616/459-7221

Jackson

O'Neill, John F., C.I.D., Dir.
Jackson Cty. Dept. of Econ. Dev.
Rm. 500, 120 W. Michigan Ave., 49201
517/788-4330

Southgate

Oakes, Dennis, Ind. Dev. Mgr.
Downriver Community Conference
15100 Northline Rd., 48195
313/281-0700

Surbrook, Richard R., Econ. Dev. Dir.
Consumers Power Co.
212 W. Michigan Ave., 49201
517/788-0343

Kalamazoo

Coder, Tom, Econ. Dev. Div. Mgr.
City of Kalamazoo Comm. Dev. Dept.
241 W. South St., 49007
616/385-8216

Lansing

Jordan, Jim, C.I.D., Exec. V.P.
Lansing Regional Chamber of Comm.
510 W. Washtenaw St.
P.O. Box 14030, 48901-4030
517/487-6340

Muskegon

Muskegon/Oceana OutReach Effort
of New Muskegon
1 Lumberman's Square, Ste. 300, 49440
616/722-6673

Saginaw

Breen, Jerry, Dir.
Office of Econ. Dev.
Saginaw Cty. Econ. Dev.
111 S. Michigan Ave., Rm. 209, 48602
517/790-5438

STATE INFORMATION:

Financial assistance to industry:

- Bonds for land, building, & equipment
- Bonds for pollution control
- Aid for job training
- Guaranteed loans for land, buildings, machinery, & equipment
- Low-interest direct loans for land & buildings
- Tax-exempt revenue bonds for air, noise, & water pollution control equipment

Tax rates:

Corporate income tax	graduated

(the greater of 5.1% on first $25,000 OH income plus 9.2% on OH income above $25,000, or .005582% of net worth. Minimum fee is $50.)

Personal income tax	graduated .95% to 9.5%
Personal property tax	varies locally (the first $10,000 of taxable income is exempt.)
Gasoline tax	$.11/gal.

Sales tax:

Statewide	5%
County maximum	1%
Regional transit authority maximum	1.5%
Gasoline tax	$.120/gal.

Tax incentives:

- Credit for equipment & machinery purchased after January 1, 1978
- Property tax abatement up to 15 years on new buildings & improvements
- Use-on-use sales tax exemption

Advanced education facilities:

Public campuses	60 +
State universities	12
Medical colleges (freestanding)	2
Community colleges	8
Technical colleges	17
University branches	23
Private liberal arts colleges & universities	44
Specialized colleges	70 +

Medical facilities:

Hospitals	247
Clinics	NA

Labor analysis:

High school graduates	132,334
Mfg. workers in union	29.5%

Source: **Ohio Department of Development**

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
OHIO	10,797.4	10,767.4
Akron	237.2	228.8
Barberton	29.8	29.1
Beaver Creek	31.6	NA
Bowling Green	25.7	26.9
Brook Park	26.2	NA
Brunswick	27.7	NA
Canton	94.7	90.0
Cincinnati	385.5	372.9
Cleveland	573.8	540.3
Cleveland Heights	56.4	56.0
Columbus	564.9	570.6
Cuyahoga Falls	43.7	42.7
Dayton	203.6	185.5
East Cleveland	37.0	NA
Elyria	57.5	58.7
Euclid	60.0	57.3
Fairborn	29.7	NA
Fairfield	30.8	NA
Findlay	35.6	NA
Garfield Heights	33.4	NA
Hamilton	63.2	63.9
Kent	26.2	27.4
Kettering	61.2	59.9
Lakewood	62.0	60.5
Lancaster	35.0	37.3
Lima	47.4	46.9
Lorain	75.4	75.0
Mansfield	53.9	53.1
Maple Heights	29.7	NA
Marion	37.0	NA
Massillon	30.6	31.3
Mentor	42.1	42.9
Middletown	43.7	44.0
Newark	41.2	42.4
North Olmsted	36.5	NA
Norwood	26.3	NA
Parma	92.5	91.1
Portsmouth	25.9	NA
Sandusky	31.4	NA
Shaker Heights	32.5	NA
South Euclid	25.7	NA
Springfield	72.6	69.7
Steubenville	26.4	25.0
Stow	25.3	NA
Strongsville	28.6	NA
Toledo	354.6	349.5
Upper Arlington	35.6	NA
Warren	56.6	54.6
Youngstown	115.4	109.6
Zanesville	28.7	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Akron	660.3	650.5
Canton	404.4	405.8
Cincinnati, OH/KY/IN	1,401.4	1,395.0
Cleveland	1,898.7	1,843.3
Columbus	1,093.3	1,263.4
*Dayton—Springfield	1,014.0	925.6
Hamilton—Middletown	258.8	268.4
Huntington—Ashland, WV/KY/OH	311.4	339.5
Lima	218.2	156.6
Lorain—Elyria	274.9	276.6
Mansfield	131.2	129.6
Newark	121.0	NA
Parkersburg—Marietta, WV/OH	162.8	159.7
Steubenville—Weirton, OH/WV	163.1	157.9
Toledo, OH/MI	791.6	617.1
Wheeling, WV/OH	185.6	183.3
Youngstown—Warren	531.4	521.0

NA = not available

State Employment Security Agency

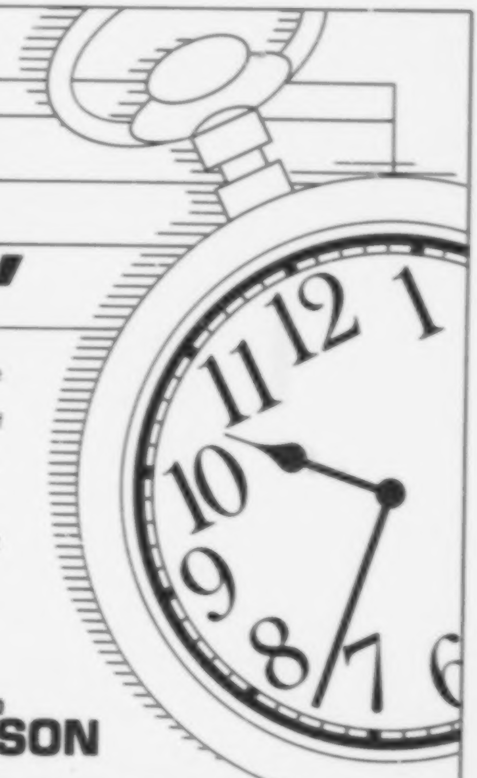
For additional labor market information: Bureau of Employment Services, 145 S. Front St., Columbus, 43216, 614/466-3440

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Cincinnati, OH KY/IN 7/84	Cleveland 9/84	Columbus 10/84	Dayton 12/83	Toledo OH/MI 6/84
Office, professional & technical					
Clerks, payroll	8.42	7.92	7.75	7.13	8.29
Secretaries	9.40	9.15	8.50	8.58	9.96
Stenographers	8.55	7.64	6.55	9.36(a)	8.70(a)
Switchbd opr-receptionists	6.12	6.29	5.95	5.80	6.38
Drafters V	11.60	12.44	9.70	12.01	12.54
Electronic technicians	9.99	10.09	10.44	9.54	11.17(a)
Computer operators	9.16	9.29	8.98	7.76	9.70
Computer programmers (business)	11.65	11.91	11.33	11.41	10.95
Maintenance & powerplant (men)					
Carpenters	11.25	12.50	11.63(a)	13.78	NA
Electricians	12.37	13.41	13.02	13.48	13.12
Engineers, stationary	13.03	13.14	13.31	13.57	13.09(c)
Machinists	11.70	12.24	12.02	10.74	13.24
Mechanics (machinery)	11.00	12.95	11.59	12.79	13.39
Tool & die makers	13.09	13.04	14.00	13.74	13.31
Custodial & material movement (men)					
Guards	9.34	10.07	9.70	9.83	11.01(c)
Janitors, porters, & cleaners	9.00	9.85	7.83	10.09	9.99(c)
Laborers, material handling	8.92	9.79	8.37	10.33	10.61*
Shipping & receiving clerks	8.38	8.67	8.71	8.75	8.21
Truckdrivers	10.34	10.59	9.70	10.27	10.61
Forklift operators	9.84	10.79	8.84	10.92	10.30

*Computed from available statistics
(a) Mfg. & nonmfg. combined
(c) Men & Women



WHEN YOU CAN'T AFFORD TO BE LATE

NORTHWEST OHIO GETS YOU THERE "JUST IN TIME"

The growing emphasis on "Just in time" delivery makes your business location more important than ever.

Toledo and Northwest Ohio are centrally located within a 2 hour drive of this country's major manufacturing core and a day's drive of 70% of America's commerce. This progressive financial, cultural and recreational center also offers dependable, economical power, a trained labor pool, a world-class seaport and an unlimited supply of fresh water.

So don't wait until it's too late. Before you make a move, contact Don Dick, Director of Area Development, Toledo Edison Company, 300 Madison Avenue, Toledo, Ohio 43652 (419) 259-5045. He'll tell you how to get there "just in time."

TOLEDO EDISON

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Circle 72 on Brochure Service Card

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
OHIO	1,126.5	42.3	10.99
Akron	68.0	43.2	10.82
Canton	46.0	40.5	10.76
Cincinnati	143.3	42.4	10.53
Cleveland	210.2	41.9	10.91
Columbus	89.4	40.8	10.39
Dayton	92.7	43.0	11.22
Toledo	77.1	43.9	11.75
Youngstown—Warren	55.2	43.7	12.88

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
OHIO	5,158.9	451.4	8.7
Akron	309.2	27.3	8.8
Canton	186.2	17.3	9.3
Cincinnati	700.8	57.9	8.3
Cleveland	920.2	78.6	8.5
Columbus	594.4	40.7	6.8
Dayton	399.0	28.9	7.3
Toledo	381.4[1]	36.1[1]	9.5[1]
Youngstown—Warren	223.7	24.8	11.1

*Preliminary figures

[1] August 1984 figures

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	4,083.8	....	....
MANUFACTURING	1,066.9	41.4	10.56
Primary metal industries—SIC 33	104.5	40.6	12.41
Fabricated metal products—SIC 34	130.9	42.3	10.89
Machinery, except electrical—SIC 35	153.1	40.7	10.42
Electric & electronic equipment—SIC 36	90.2	40.6	9.72
Transportation equipment—SIC 37	131.6	44.0	12.68
Instruments & related prods.—SIC 38	20.3	39.7	7.68
Food & kindred products—SIC 20	64.5	41.8	9.66
Textile mill products—SIC 22	4.4	40.9	7.33
Apparel & other textile prods.—SIC 23	16.4	37.5	6.22
Paper & allied products—SIC 26	34.8	43.8	9.70
Printing & publishing—SIC 27	62.3	37.6	9.99
Chemicals & allied products—SIC 28	63.9	41.4	10.94
Rubber & misc. plastics prods.—SIC 30	82.4	42.5	9.70

ENVIRONMENT CONTROLS:

Air Pollution

Charles Taylor, Ohio Environ. Protection Agency, Office of Air Pollution Control, P.O. Box 1049, Columbus, 43216, 614/466-6116

Water Pollution

Andrew Turner, Ohio Environ. Protection Agency, Div. of Water Pollution Control, (same address as above), 614/466-7427

Robert S. McEwen, Ohio Environ. Protection Agency, Div. of Public Water Supply, (same address as above), 614/466-8307

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Akron — 14e, 10g
Barberton — 14e, 10g
Beaver Creek — 9g
Bowling Green — 1e, 5g
Brook Park — 4e, 10g
Brunswick — 14e, 5g
Canton — 15e, 10g
Cincinnati — 2eg
Cleveland — 3e, 4e, 10g
Cleveland Heights — 4e, 10g
Columbus — 5e, 7e, 5g
Cuyahoga Falls — 8e, 10g
Dayton — 9eg, 17g
East Cleveland — 4e, 10g
Elyria — 14e, 5g
Euclid — 4e, 10g
Fairborn — 9eg, 14e
Fairfield — 2eg
Findlay — 15e, 5g
Garfield Heights — 4e, 10g
Hamilton — 11eg
Kent — 14e, 10g
Kettering — 9eg
Lakewood — 4e, 10g
Lancaster — 15e, 12g
Lima — 15e, 18g
Lorain — 14e, 5g
Mansfield — 14e, 5g
Maple Heights — 4e, 10g
Marion — 14e, 5g
Massillon — 14e, 10g
Mentor — 4e, 10g
Middletown — 2eg
Newark — 15e, 5g, 13g
North Olmsted — 4e
Norwood — 2eg
Parma — 4e, 5g
Portsmouth — 15e, 5g
Sandusky — 14e, 5g
Shaker Heights — 4e, 10g
South Euclid — 4e, 10g
Springfield — 14e, 5g
Steubenville — 15e, 5g
Stow — 14e, 10g
Strongsville — 4e, 5g
Toledo — 16e, 5g
Upper Arlington — 6e, 5g
Warren — 14e, 10g
Youngstown — 14e, 10g
Zanesville — 15e, 5g, 13g

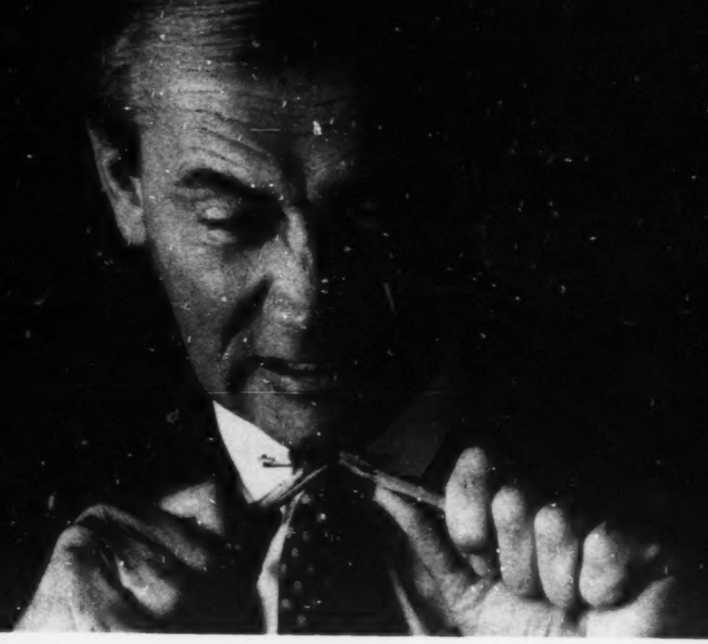
1. Bowling Green Electric Dept.
   304 N. Church, Box 388, Bowling Green 43402
2. Cincinnati Gas & Electric Co.
   139 E. 4th St., Cincinnati 45202
3. Cleveland Public Power
   1201 Lakeside Ave., Cleveland 44114
4. Cleveland Elec. Illum. Co.
   55 Public Sq., Cleveland 44101
5. Columbia Gas of Ohio, Inc.
   200 Civic Center Dr., Columbus 43215
6. Columbus and S. Ohio Elec. Co.
   215 N. Front St., Columbus 43215
7. Columbus Elec. Div.
   90 W. Broad St., Columbus 43215
8. Cuyahoga Falls Elec. System
   2550 Bailey Rd., Cuyahoga Falls 44221
9. Dayton Power & Light Co.
   Courthouse Plaza SW, P.O. Box 1247
   Dayton 45401
10. East Ohio Gas Co.
    1717 E. Ninth St., Cleveland 44114
11. Hamilton Dept. of Public Utilities
    20 High St., Hamilton 45011
12. Lancaster Municipal Gas Co.
    1507 E. Main St., Lancaster 43130
13. National Gas & Oil Corp.
    1500 Granville Rd., Newark 43055
14. Ohio Edison Co.
    76 S. Main St., Akron 44308
15. Ohio Power Co.
    301 Cleveland Ave. S.W., Canton 44702
16. Toledo Edison Co.
    300 Madison Ave., Toledo 43652
17. Union Light, Heat & Power Co.
    139 E. 4th St., Cincinnati 45202
18. West Ohio Gas Co.
    319 W. Market St., Lima 45801

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (C) = Cleveland.

Akron 1, 2, 4, 11, 12, 32, 37
Barberton 1, 2, 4 (Akron)
Bowling Green 2 (Toledo)
Brook Park (C)
Brunswick (C)
Canton 1, 2, 4 (Akron)
Cincinnati 1-4, 6, 13, 16, 18-20, 30, 32, 33, 35-39
Cleveland 1, 2, 4, 8, 9, 11-15, 19-22, 24, 25, 27-30, 32-34, 36-40
Cleveland Heights (C)
Columbus 1, 2, 4, 10, 12, 13, 17, 20, 21, 23, 31, 33, 35-39
Cuyahoga Falls 1, 2 (Akron)
Dayton 1, 2, 18, 20, 26, 32, 34-39
East Cleveland (C)
Elyria 1, 2 (C)
Euclid 2, 4 (C)
Fairborn 2 (Dayton)
Fairfield (Cincinnati)
Findlay 2, 4 (Lima)
Garfield Heights (C)
Hamilton 1, 4 (Cincinnati)
Kent 1, 2, 4 (Akron)
Kettering (Dayton)
Lakewood (C)



Frustrated? Maybe you need to look at Greater Cincinnati.

Choosing a location for your company can be a frustrating experience. Unless you choose Greater Cincinnati…where all the favorable factors come together. Labor, sites, taxes, transportation, marketing and supply all create one of the most advantageous positions of any major city in the eighties.

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The Tri-State's great diversity of industry has stimulated the development of a multiplicity of skills among the labor force. Productivity consistently surpasses the national average.

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Indiana
Ohio
Greater Cincinnati
Kentucky

3 states. And a world of opportunity.

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Transportation. The four-way advantage.

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The advantages of marketing and supply.

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For our brochure, "The Greater Cincinnati Advantage," call or write:
The Area Development Section
The Cincinnati Gas & Electric Co.
and subsidiary companies
139 East Fourth St.
Cincinnati, OH 45202
Telephone 513-632-2595

Discover the Greater Cincinnati Advantage.

Circle 69 on Brochure Service Card

Ohio

Lancaster 1 (Columbus)
Lima 1, 3, 4, 7, 35
Lorain 1, 2, 4 (C)
Mansfield 1, 2, 12
Maple Heights (C)
Marion 1, 2, 4 (12 through Galion)
Massillon 1, 2, 4 (Akron)
Mentor 2, 4 (C)
Middletown 1, 2 (Dayton)
Newark 1, 2 (Columbus)
North Olmstead (C)
Norwood 1, 2, 4 (Cincinnati)
Parma 1 (C)
Portsmouth 1, 4 (Huntington, WV)
Sandusky 2, 4 (C)
Shaker Heights (C)
South Euclid (C)
Springfield 2, 3 (Dayton)
Steubenville 2, 4 (Pittsburgh, PA)
Stow (Akron)
Strongsville 1 (C)
Toledo 1-4, 11, 20, 32, 35-38
Upper Arlington (Columbus)
Warren 1, 2 (Youngstown)
Youngstown 1, 2, 5, 12, 14, 25, 37
Zanesville 1, 4 (Columbus)

Railroads

1. Chessie System Railroads
2. Conrail
3. Grand Trunk Western R.R. Co.
4. Norfolk Southern Corp.
5. Pittsburgh & Lake Erie R.R. Co.
6. Seaboard System Railroad
7. Spencerville & Elgin R.R. Co.

Airlines

8. Air Canada
9. Air Ontario
10. Air Virginia
11. Air Wisconsin
12. Allegheny Commuter
13. American
14. BAS Airlines
15. Best Airlines
16. Britt Airways
17. Christman Air System
18. Comair
19. Continental
20. Delta
21. Eastern
22. Empire
23. Florida Express
24. Freedom Airlines
25. Jetstream Int'l
26. Midstate Airlines
27. Midway Airlines
28. Northwest
29. Ozark
30. Pan American
31. People Express
32. Piedmont
33. Republic
34. Simmons Airlines
35. Trans Midwest Airlines
36. TWA
37. United
38. USAir
39. Wright Airlines
40. Yugoslav Airlines

CLIMATE:

Mean Temperature & Annual Degree Day Normals--1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Akron	25	72	6241	625
Canton	25	72	6241	625
Cincinnati	30	76	4950	1159
Cleveland	26	72	6178	612
Columbus	27	74	5686	862
Dayton	27	75	5689	947
Findlay	24	73	6262	755
Hamilton	30	75	5052	1059
Lancaster	27	73	5803	832
Lima	26	74	5910	849
Mansfield	25	72	6249	652
Newark	27	73	5686	780
Portsmouth	32	76	4702	1137
Sandusky	26	74	6016	821
Steubenville	28	73	5587	762
Toledo	23	72	6570	622
Warren	26	71	6241	579
Xenia	28	73	5559	800
Youngstown	24	70	6560	485

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,700	77,900
Masonry	110	8,010
Clays	1,668	8,037
Gypsum	126	1,642
Lime	1,700	79,353
Peat	8	198
Salt	2,911	90,079
Sand & gravel:		
Construction	27,000	84,000
Industrial	1,250	18,200
Stone (crushed)	38,300	136,000
Combined value of abrasives, gem stones, and stone (dimension)		2,606
Grand Total Ohio 1983		**506,025**

* = thousand short tons

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Dietzel, Alfred S., Dir.
Ohio Dept. of Dev.
State Office Tower
30 E. Broad St.
Columbus, 43216
614/466-2480

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Akron

Stewart, Harry B., Econ. Dev. & Res. V.P.
Akron Regional Dev. Bd.
1 Cascade Plaza, 8th Fl., 44308
216/376-3156

Canton

Kennedy, Richard A., Jr., Econ. Dev. Mgr.
Gtr. Canton Chamber of Comm.
229 Wells Ave., N.W.
P.O. Box 1044, 44701-1044
216/456-7253

Cincinnati

Carpenter, F. Kendall
R.E. & Ind. Dev. Mgr.
Chessie System Railroads
11311 Cornell Park Dr., 45242
513/369-5258

Keller, Jerome A., Area Dev. Rep.
Cincinnati Gas & Electric Co.
P.O. Box 960, 45201
513/632-2597

Planning a business expansion?

The East Ohio Gas Company can put it all together for you,

1. Site Recommendations
2. Financing Assistance
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4. Transportation Facilities
5. Labor Analysis
6. Tax Structures/Incentives
7. Community Profiles
8. Planning/Coordination

For More Information:
Call or Write:
Mr. Gary G. Evans
The East Ohio
Gas Company
P.O. Box 5759
Cleveland, Ohio 44101

THE EAST OHIO GAS COMPANY
PART OF THE CONSOLIDATED NATURAL GAS SYSTEM

and we can do it across Ohio.
Call: (216) 348-6444

Circle 70 on Brochure Service Card

Cleveland

DeChant, Richard L., C.I.D.
Sr. V.P., Program Dev.
Gtr. Cleveland Growth Assn.
690 Union Commerce Bldg., 44115
216/621-3300 Ext. 280

Evans, Gary, Econ. Dev. Mgr.
East Ohio Gas Co.
1717 E. Ninth St., 44114
216/348-6444

Columbus

Hartong, Ernest J., Econ. Dev. V.P.
Columbus Area Chamber of Comm.
37 N. High St., 43215
617/221-9590

Heren, Dieter E., Econ. Dev. V.P.
Huntington Nat'l Bank
17 S. High St.
P.O. Box 1558, 43260
614/469-6270

Patterson, F.E., Ind. Dev. Cons.
Buckeye Power, Inc.
677 Busch Blvd.
P.O. Box 29149, 43229
614/846-5757

Dayton

Appel, Arnold A., Area Dev. Dir.
Dayton Power & Light Co.
Courthouse Plz. S.W.
P.O. Box 1247, 45401
513/224-5930

Hamilton

Landi, Patrick J., Comm. Dev. Dir.
City of Hamilton
Monument at High St., 45011
513/868-5855

Lima

Bassitt, William L., Dir.
Econ. Dev. for Allen Cty.
North & Main
Allen Cty. Courthouse 45802
419/228-3700 Ext. 238

Grimm, Lloyd D., Ind. & Econ. Dev.
West Ohio Gas Co.
319 W. Market St., 45802
419/224-2065

Mentor

Smerigan, George, Dir.
Mentor Dept. of Comm. Dev.
8500 Civic Center Bldg.
216/255-1100 or 942-8796

Portsmouth

Scott, Keith C., Jr., Dev. Dir.
Comm. Dev. Dept.
City of Portsmouth
728 Second St., 45662
614/354-5673

Toledo

Dick, Donald F., Area Dev. Dir.
Toledo Edison Co.
300 Madison Ave., Mail Stop #375, 43652
419/259-5045

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WISCONSIN

STATE INFORMATION:

Financial assistance to industry:

Industrial revenue bonds for buildings, land, equipment & machinery, & pollution abatement
Aid for job training

Tax rates:

Corporate income tax....................7.9%
Sales formula changed to further aid companies with out-of-state sales
Income tax credit for sales taxes paid on fuel & electricity used in manufacturing
Major reduction for multi-state companies through income formula
Use of federal accelerated depreciation
Personal income tax.............3.4-10.0%
rates reduced in 1979, top rate now 10% on net income of $51,600 or more.
Personal income tax..............................
Federalization of capital gains deduction
Inheritance & gift taxes
Effective July 1, 1982, transfers between spouses are no longer subject to gift or inheritance taxes.
Property tax(state average) ... $18.68/M
All inventories exempt
Machinery & equipment used in production exempt
Waste treatment facilities exempt
Reduction of general property taxes through General Property Tax Relief
Sales tax 5%
Machinery & equipment used in production exempt
Waste treatment equipment exempt
Materials used in waste treatment real property construction & repair exempt
Incorporation tax......................$1.25/M
Gasoline tax..............................$.16/gal.

Advanced education facilities:

Four-year colleges & universities 44
Two-year or junior colleges................14
Vocational & business schools........40

Medical facilities:

Hospitals...144
Clinics..NA

Labor analysis:

High school graduates 1,874,385
Mfg. workers in unions...............20.4%

Source: **Wisconsin Department of Development**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Bureau of Environ. Impact, Dept. of Natural Resources, P.O. Box 7921, Madison, 53707, 608/266-9256

State Employment Security Agency

For additional labor market information: Dept. of Industry, Labor & Human Relations, P.O. Box 7903, Madison, 53707, 608/266-3161

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
WISCONSIN	4,705.3	4,766.1
Appleton	56.0	59.9
Beloit	35.2	34.3
Brookfield	34.0	NA
Eau Claire	51.5	53.8
Fond du Lac	35.9	NA
Green Bay	87.9	89.7
Greenfield	31.5	NA
Janesville	51.1	51.8
Kenosha	77.7	76.9
La Crosse	48.3	48.9
Madison	170.6	173.5
Manitowoc	32.5	NA
Menomonee Falls	27.8	NA
Milwaukee	636.2	622.2
New Berlin	30.5	NA
Oshkosh	49.7	50.7
Racine	85.7	83.8
Sheboygan	48.1	48.4
Superior	29.6	29.0
Waukesha	50.3	52.4
Wausau	32.4	32.4
Wauwatosa	51.3	49.8
West Allis	64.0	64.8

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
*Appleton—Oshkosh—Neenah	291.3	296.0
*Duluth, MN/WI	266.7	264.2
Eau Claire	130.5	135.5
Green Bay	175.3	180.6
Janesville—Beloit	139.4	139.3
Kenosha	123.1	122.3
La Crosse	91.1	93.0
Madison	323.5	332.6
Milwaukee	1,397.1	1,389.2
Minneapolis—St. Paul, MN/WI	2,114.3	2,200.2
Racine	173.1	171.2
Sheboyan	100.9	101.2
Wausau	111.3	114.4

*SMSA renamed in federal government's latest revisions.

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Green Bay 8/84	Milwaukee 5/84	Minneapolis-St. Paul-MN/WI 1/84
Office, professional & technical			
Clerks, payroll	7.43	7.43	7.65
Secretaries	9.31	8.89	8.01
Stenographers	NA	8.58	6.54
Switchbd opr-recept's	5.29	6.01	5.84
Drafters V	11.83 (a)	11.35	12.36
Electronics technicians	NA	9.94	10.90
Computer operators	8.46	8.59	8.10
Computer programmers (business)	10.30	11.14	12.06
Maintenance & powerplant (men)			
Carpenters	NA	12.50	13.48
Electricians	12.86	13.78	14.03
Engineers, stationary	NA	12.74	12.16
Machinists	12.51	14.74	13.51
Mechanics (machinery)	12.26	12.68	11.50
Tool & die makers	NA	13.88	12.74
Custodial & material movement (men)			
Guards	NA	10.30	8.93
Janitors, porters & cleaners	9.10	9.12	8.29
Laborers, mat'l handling	9.96	9.77	8.97
Ship & receive clerks	8.59 (a)	8.75	9.30
Truckdrivers	8.09 *	9.96	12.58
Forklift operators	9.73	10.19	10.65

*Computed from available statistics
(a) Mfg. & nonmfg. combined.

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
WISCONSIN	519.2	41.2	9.91
Appleton—Oshkosh	48.0	42.7	9.74
Eau Claire	9.2	41.0	9.97
Green Bay	22.8	40.9	10.43
Janesville—Beloit	19.1	40.8	11.68
Kenosha	17.8	40.4	11.88
La Crosse	10.8	38.9	8.79
Madison	19.2	43.7	8.95
Milwaukee	169.8	41.4	11.28
Racine	25.0	39.5	10.80

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
WISCONSIN	2,421.4	156.2	6.5
Appleton—Oshkosh	157.9	10.0	6.4
Eau Claire	61.1	4.4	7.2
Green Bay	96.8	6.1	6.3
Janesville—Beloit	71.7	4.9	6.8
Kenosha	58.6	3.9	6.7
La Crosse	51.0	2.9	5.6
Madison	195.7	10.1	5.1
Milwaukee	702.7	44.0	6.3
Racine	84.0	6.1	7.2

*Preliminary figures

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	1,846.9	....	....
MANUFACTURING	483.2	40.7	9.78
Primary metal industries—**SIC 33**	17.7	40.3	9.49
Fabricated metal products—**SIC 34**	48.6	40.4	9.84
Machinery, except electrical—**SIC 35**	91.4	40.6	11.09
Electric & electronic equipment—**SIC 36**	48.2	40.5	9.37
Transportation equipment—**SIC 37**	32.9	42.3	12.83
Instruments & related prods.—**SIC 38**	10.1	37.8	8.63
Food & kindred products—**SIC 20**	62.3	39.5	9.18
Textile mill products—**SIC 22**	4.4	39.1	6.80
Apparel & other textile prods.—**SIC 23**	6.6	38.0	5.79
Paper & allied products—**SIC 26**	46.5	44.6	10.59
Printing & publishing—**SIC 27**	32.7	39.1	10.95
Chemicals & allied products—**SIC 28**	9.2	41.7	10.26
Rubber & misc. plastics prods.—**SIC 30**	17.2	39.7	8.03

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Appleton 3, 7, 16
Beloit 3, 5, 9
Brookfield 5 (Milwaukee)
Eau Claire 3, 6, 7, 14, 20, 23
Fond du Lac 3, 6 (Oshkosh)
Green Bay 3, 5, 7, 14, 20, 23
Greenfield 5 (Milwaukee)
Janesville 3 (Beloit)
Kenosha 3 (Milwaukee)
La Crosse 1, 3, 5, 14, 17, 20
Madison 2, 3, 6, 7, 13, 17-20, 23
Manitowoc 2, 3, 6
Menomonee Falls (Milwaukee)
Milwaukee 3-8, 10-23
New Berlin 3 (Milwaukee)
Oshkosh 3, 6, 7, 9
Racine 3, 5 (Milwaukee)
Sheboygan 3 (Green Bay)
Superior 2, 3, 5, 6 (Duluth, MN)
Waukesha 3, 5, 6 (Milwaukee)
Wausau 3, 5 (7, 14, 20 through Central Wisconsin)
Wauwatosa 3, 5, 6 (Milwaukee)
West Allis 3, 5, 6 (Milwaukee)

Railroads

1. Burlington Northern R.R. Co.
2. Chessie System Railroads
3. Chicago & North Western Trans. Co.
4. Grand Trunk Western R.R. Co.
5. Milwaukee Road
6. Soo Line Railroad Co.

Airlines

7. Air Wisconsin
8. Alliance Airlines
9. American Central
10. Continental
11. Delta
12. Eastern
13. Frontier
14. Midstate Airlines
15. Midway Airlines
16. Midwest Express
17. Mississippi Valley
18. Northwest
19. Ozark
20. Republic
21. Simmons Airlines
22. TWA
23. United

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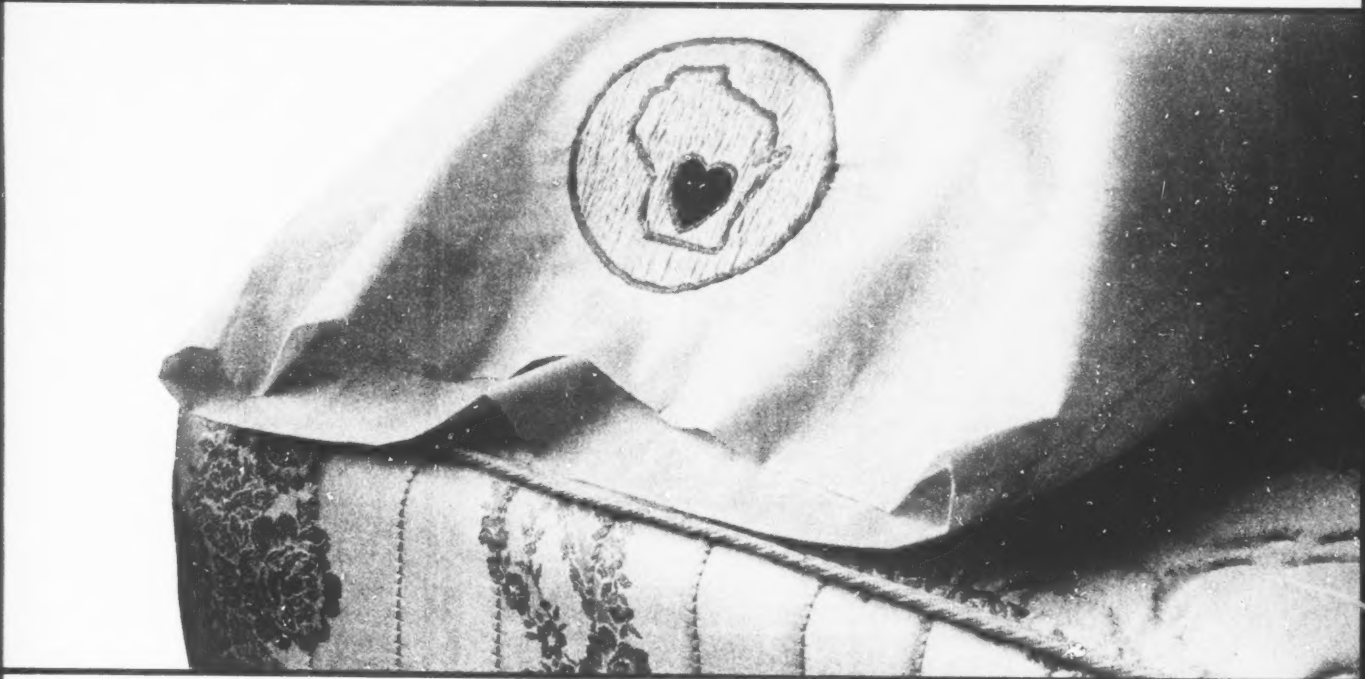

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UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Appleton — 6e, 9g
Beloit — 10eg, 4g
Brookfield — 6e, 8g, 9g
Eau Claire — 3eg
Fond du Lac — 10eg
Green Bay — 11eg
Greenfield — 6e, 8g, 9g
Janesville — 10eg
Kenosha — 6e, 9g
La Crosse — 3eg
Madison — 1eg, 10g
Manitowoc — 2e, 7g
Menomonee Falls — 6e, 8g
Milwaukee — 6e, 8g, 9g
New Berlin — 6e, 9g
Oshkosh — 11eg
Racine — 6e, 9g
Sheboygan — 10e, 11g
Superior — 5eg
Waukesha — 6e, 9g
Wausau — 11e, 7g
Wauwatosa — 6e, 8g
West Allis — 6e, 8g

1. Madison Gas & Elec. Co.
   133 S. Blair St., P.O. Box 1231,
   Madison 53701
2. Manitowoc Pub. Utilities
   1303 S. 8th St., Manitowoc 54220
3. Northern States Power Co. (Wisc.)
   100 N. Barstow St., Eau Claire 54701
4. S. Beloit Water, Gas & Electric Co.
   Box 629, Beloit 53511
5. Superior Water, Light & Power Co.
   1230 Tower Ave., Superior 54880
6. Wisconsin Elec. Power Co.
   231 W. Michigan St., Box 2046,
   Milwaukee 53201
7. Wisconsin Fuel & Light Co.
   402 N. 10th St., Manitowoc 54220
8. Wisconsin Gas Co.
   626 E. Wisconsin Ave., Milwaukee
   53202
9. Wisconsin Natural Gas Co.
   233 Lake Ave., Racine 53401
10. Wisconsin Power & Light Co.
    222 W. Washington Ave., Box 192,
    Madison 53701
11. Wisconsin Public Service Corp.
    700 N. Adams St., Green Bay 54301

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Lime	318	18,355
Peat	9	W
Sand & gravel:		
Construction	15,000	29,800
Industrial	800	8,800
Stone:		
Crushed	16,400	44,900
Dimension	37	3,674
Combined value of abrasive stone, cement, and peat		5,978
Grand Total Wisconsin 1983		**111,507**

* = thousand short tons
W = withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Appleton	15	71	7728	515
Beloit	20	74	6611	791
Eau Clair	10	71	8463	472
Fond Du Lac	16	71	7568	521
Green Bay	14	70	8143	381
La Crosse	14	73	7540	683
Madison	16	71	7642	467
Manitowoc	18	70	7517	388
Milwaukee	19	71	7326	470
Oshkosh	15	71	7692	523
Racine	20	72	6919	591
Sheboygan	20	71	7232	428
Superior	9	66	9378	192
Waukesha	18	72	7194	570
Wausau	11	69	8565	371

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Flynn, James T., Lt. Gov., Sec'y
Wisconsin Dept. of Dev.
123 W. Washington Ave.
P.O. Box 7970
9th Fl., Loraine Bldg.
Madison 53707
608/266-1018

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Beloit
Lamb, Robert G., Comm. Dev. Dir.
City of Beloit
100 State St., 53511
608/364-6700

Fond du Lac
Zeller, John L., Coord.
Fond du Lac Area Econ. Auth.
207 N. Main St., P.O. Box 1303, 54935
414/929-2928

Madison
Bergmann, H. Paul
Wisconsin Power & Light Co.
222 W. Washington Ave.
P.O. Box 192, 53701
608/252-3252

Lawrence, Richard M.
Madison Gas & Electric Co.
P.O. Box 1231
53701-1231
608/252-7260

Racine
Venturelli, Kathleen, Exec. Dir.
Racine City Econ. Dev. Corp.
5802 Washington Ave.
Suite 201, 53405
414/886-1156

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Richard M. Lawrence
Madison Gas & Electric Co.
P.O. Box 1231
Madison, WI 53701-1231
(608)252-7260

Dennis Domack
Dane County Extension Services
57 Fairgrounds Dr.
Madison, WI 53713
(608)266-4509

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EAST SOUTH CENTRAL

- ALABAMA
- KENTUCKY
- MISSISSIPPI
- TENNESSEE

Regional Review:

By Lawrence L. Merrihew

One of the most exciting newsmakers in the East South Central region recently has been the completion of the Tennessee-Tombigbee Waterway, a $2-billion project that connects over 16,000 miles of barge waterways with the East South Central states. In 1984 Congress was told no appropriation would be necessary because this 234-mile project was almost complete; and, in fact, during January 1985 the first push boat with barges successfully navigated the system.

The Tennessee-Tombigbee system has done a good deal to stimulate development in its surrounding areas; during 1984 many locations in Alabama, Mississippi, Tennessee, and Kentucky were putting the final touches on properties adjacent to the waterway in preparation for the opening. One of the more extensive projects took place at the Port of Mobile, where Alabama State Docks Director Robert M. Hope reported that more than $230 million had been spent over the last ten years to modernize and expand the port facilities.

The East South Central states are also aggressively posturing themselves for development of industries needing specialized skills and research facilities. For example, Tennessee has developed an area known as the Tennessee Technology Corridor in Knoxville, which will be a research and development area to specialize in energy, biotechnology, waste treatment, information science, and materials science. The anchors for the corridor are the U.S. Department of Energy's Oak Ridge National Laboratory, the University of Tennessee at Knoxville, and the new state technical

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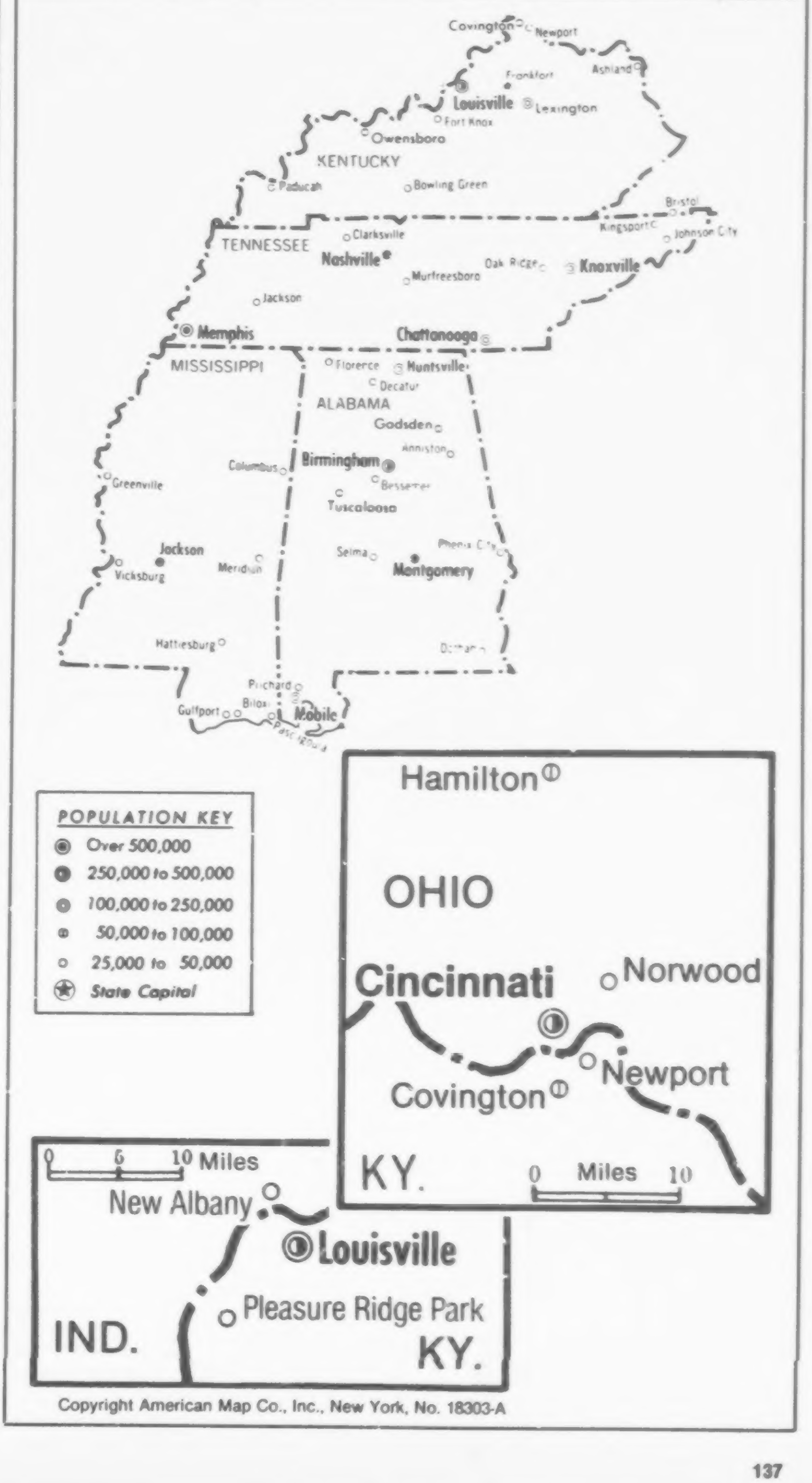
Mr. Merrihew is a vice-president for Merchants National Bank in Mobile, Alabama.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Paducah
Bowling Green
Bristol
Kingsport
Johnson City
TENNESSEE
Clarksville
Nashville
Oak Ridge
Knoxville
Murfreesboro
Jackson
Memphis
Chattanooga
MISSISSIPPI
Florence
Huntsville
Decatur
ALABAMA
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Anniston
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Birmingham
Greenville
Bessemer
Tuscaloosa
Jackson
Selma
Phenix City
Vicksburg
Meridian
Montgomery
Hattiesburg
Dothan
Prichard
Biloxi
Gulfport
Mobile
Pascagoula
POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
Hamilton
OHIO
Cincinnati
Norwood
Newport
Covington
KY.
0 Miles 10
0 5 10 Miles
New Albany
Louisville
Pleasure Ridge Park
IND.
KY.

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institute. To compliment the Technology Corridor, Memphis has an area called the Biomedical Research Zone under development.

An economic overview of 1984 for each state in the East South Central region follows.

Alabama. The year 1984 was a year of slow recovery for Alabama; however, several positive events occurred, outlined below, marking the effort to expand the state's industrial base.

Alabama has been working to secure foreign investment. During the year, the Southeast U.S./Japan Association met in Birmingham. Just prior to that the state had recognized the 72 foreign companies, representing 16 countries, having manufacturing operations in the state and had outlined continuing plans to seek additional investments from Asia and Europe. The state has also opened a new office in Hong Kong to enhance the state's representation in the Far East.

The Alabama legislature finally agreed with business and industry interests and passed a bill that will sharply restrict co-employee damage suits. The presence of the old bill had been considered a detraction from the state's ability to create new jobs and therefore the new bill is a major step forward.

The employment picture in Alabama is very much like the picture in its sister states—total employment continues to grow, while unemployment continues to decline. Employment in manufacturing has experienced only a slight increase; the biggest gains were in lumber and wood products, machinery, and transportation while textile mill products and apparel were the big losers. Nonmanufacturing employment has shown the greatest increase in employment, with contract construction up 11% and retail trade up 3.2%. The unemployment rate for the state stood at 13.6% in January 1984 and has steadily decreased, although it's still in double-digit figures.

Companies aiding development in Alabama in 1984 included International Paper Company's announcement to invest $300 million to modernize and reconfigure its Mobile plant. This followed on the heels of Scott Paper's announcement to invest $300 million in its plant, also in Mobile, and Hammermill Paper Company's announcement of a $255-million expansion of its Riverdale plant. U.S. Steel has decided to restart its Fairfield plant, which had been idle since 1982, and will put 2,500 laid-off workers back to work. Other notable announcements included Sikorsky Helicopters' building of two plants, Hughes Aircraft's three expansion projects in two plants, and General Motors' recommitment to upgrade two of its plants.

Another big-news item for Alabama is the continuing development of oil and gas discoveries. In 1970 Alabama ranked 21st in oil production and 26th in gas production, but climbed to 17th and 16th respectively during fiscal year 1984. Most of the new development is occurring in southwest Alabama, where 95% of the oil and 70% of the gas is produced.

Kentucky. Kentucky is another bright spot in the East South Central area. The state's unemployment rate was the lowest in the area, registering below 8.5%, while total employment grew 3.3% during the same period. The largest growth in employment came from the nonmanufacturing sector, where mining, construction, wholesale and retail trade, and services registered strong gains, although job losses were recorded by communications and total government.

Total employment in manufacturing showed good growth in nondurable goods, principally in the areas of transportation equipment, electric and electronic equipment, machinery (except electrical) and primary metal industries. In a continuance of the 1983 trend, some losses in employment were noted in cigarette manufacturing, textile mill products, chemicals and allied products, and leather products.

During 1984 there were 107 new industrial announcements and 381 expansions, which, when combined, meant over 20,000 new jobs and over $1 billion in capital investment. This was a record for that length of time; the highest previous growth year was in 1967.

Some of the announcements made last year included 500 employees at the new Sabatasso Food, Inc. plant in Florence; Litton Industries Hi-Tech Research and Development facility in Hebron employing 750; OshKosh B'Gosh, Inc.'s Childrens Knitwear in Liberty will employ between 200 and 700; the new $34-million Briggs & Stratton plant in Murray employing from 600 to 700; the expansion of Hyster Company's Berea plant will mean 800 new jobs; General Motors' automobile plant in Bowling Green added 550 new jobs; the Owensboro facility of Green River Steel Corporation added 100 new jobs with an additional capital investment of $25 million; and the Westvaco Corporation announced $325 million in new capital at its pulp and paper mill in Wickliffe.

During the past year, the Kentucky General Assembly passed legislation to establish a business information clearinghouse that will maintain a listing of all state licenses and permits for businesses and will provide the information to those requiring it. In addition, legislation was passed allowing a credit against the state income tax for Kentucky coal used for industrial heating or processing.

Kentucky, like most of the southeastern states, is focusing on the Far East for investors and has appointed several Japanese ambassadors of commerce. These ambassadors are representatives of senior management from companies having facilities in the state. The last trip to Japan by Kentucky officials focused on the automotive industry.

Mississippi. 1984 saw Mississippi gain in some areas and lose in others. Recovery from the recession is still slow—the state's unemployment rate remained in the double-digits much of the year. In November it reached 11% and was the second highest in the nation. Most of this is a result of lost manufacturing jobs; however, the total labor force has expanded 1.6%, up to 816,000 people. The largest manufacturing sector—apparel and other finished textile products—continued a downward trend in employment that began in the late 1970s.

Overall, the state reported 72 new industries and 76 expansions of existing industries, which will result in 7,300 new jobs for the state. Mississippi's forest products industry, which accounts for 14% of its total manufacturing employment, was boosted by the opening of the $650-million Leaf River Forest Products plant that created 500 new jobs. And a bright spot for the oil and gas sector was the announcement by Shell Oil of a $250-million pipeline to transport carbon dioxide from wells in central Mississippi to wells in the southwest part of the state. This will help a sector that was basically flat in 1984 due to excessive supplies, soft demand, and weakening prices; however, 707 drilling permits were issued during fiscal 1984, an increase over the 1983 level of 683 permits.

Among the announcements of new and expanding industries during 1984 were Hughes Aircraft's defense component's plant at Forest employing 350; Winfield Manufacturing Company employing 300 workers in Burnsville; Katon Industries employing 200 in production of auto wire harnesses in Hazlehurst; Borg-Warner's $50-million expansion at Waveland; Cooper Wellhead Supply & Machine Co. manufacturing oil-well equipment, employing 300 to 400 in Jackson; and Warren-Hood, Inc., also in Jackson, employing 1,000 new workers.

The nonmanufacturing sector saw employment growth in the areas of wholesale and retail trade, government (including public education), and service. In fact, the only nonmanufacturing segment to lose jobs was contract construction.

During 1984 the Mississippi legislature took steps to expand the state's export trade by offering financing incentives to the exporting companies and foreign buyers. The legislature also passed measures offering tax credits for high technology development and created a source of venture capital/equity financing.

Tennessee. As the state of Tennessee continues to analyze its 1984 performance, some things become very evident. Unemployment is continuing to decline from its high of almost 13% in 1982, down to 9.7% at the end of 1983, and further downward to 8.6% during the latest reporting period in 1984. During this same period employment grew 3% from 1982 to 1983 and has increased about 3.9% during 1984. Manufacturing employment accounts for 27.3% of the total employment in the state with apparel, textiles, and chemical production comprising the larger shares of this category, though these same sectors are expected to show declines in employment during 1985. Services that include health care, accounting, and legal professions account for a smaller percentage of total employment in Tennessee than the national average and therefore will be areas of concern for the state's future growth.

The employment picture can be summarized by noting that the economy has been expanding at a rate similar to the late 1970s, with nonagricultural employment showing a 4.8% growth during 1984. Manufactured durable goods are expected to continue to grow the fastest while nondurable goods will continue to decline.

While the trend in manufacturing employment follows the U.S. average, there is evidence that the state's growth rate will fluctuate more widely than the U.S. average. One reason for this is that TVA power, which serves almost all of Tennessee, is perceived by some major electricity users as being more expensive than power produced at alternative sites. Furthermore, some of these companies have announced that their Tennessee plants will continue to operate during economic expansion, but that these plants would be the first to close in an economic downswing. As a result, TVA has been involved in negotiations during the last four years to provide interruptible power at much lower rates, and, according to Ralph Carnathan, director of industrial development at TVA, a significant amount of progress has been made.

During 1984 over $1.26 billion in new and expanding industries were committed to the state, creating 21,500 jobs. Some of the announcements made include the $10-million Overhead Door Corp. at Vonore, which will hire 350 initially and 600 during the first year; OMC's new plant at Lexington, which will hire 250; the $96-million ethynol plant of Tennol, Inc., which will hire 100; and the $85-million expansion of Nissan Motor Mfg. Corp. at Smyrna, which will create 850 more jobs for its existing 1,900 workers. One offshoot of the Nissan expansion was the announcement by Kanto Seiki of a $12-million plant in Lewisburg that will produce plastic parts and instrument panels for Nissan trucks. This announcement marks the 28th Japanese firm to locate in Tennessee.

The state will continue to focus attention on Asia and is currently involved in negotiations with Korean industries along with nine other states.

A new venture capital center at the University of Tennessee in Knoxville was created to provide guidance and assistance to entrepreneurs in the state. The center is financed jointly by the Venture First Associates of North Carolina and the University of Tennessee. Initially $11 million was committed, and there are hopes to raise that figure to $20 to $30 million.

During 1984 taxes became a central issue of Tennessee lawmakers: they voted to let a one-cent sales tax increase expire during 1985 and to remove gradually the sales tax on food. Consequently, four types of taxes will be considered in 1985 to offset the loss in revenue. The first proposal is a payroll tax that would be used to help reduce property taxes; the second is a value-added tax that would replace existing state and local business levies; the third tax consideration involves a flat-rate personal income tax, something the state does not now have; and the final tax proposal is the expansion of applicable sales taxes to professional services, advertising, commercial leases, and similar areas.

Conclusion. All in all, the East South Central region experienced many ups and downs during 1984. The general consensus is that after all the checks and balances are made, this region did and will continue to experience positive growth.

READER SERVICE ACTION CARD
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Tap the resources of Plant Location's Advertisers—FREE
FREE INFORMATION on new projects, new programs, and new literature is available to help you. To get more information, circle those items of interest on the Reader Service Action Card in back of the book.

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings, land, & equip.
- Bonds for pollution control
- Aid for job training
- Site preparation grants
- Ala. Ind. Dev. Training Institute (pre-employment training for new and expanding industries), contact:

Howard, George, Dir.
Ala. Ind. Dev. Training Institute
2540 Fairland Dr., Executive Park
Bldg. 4, Suite 15
Montgomery, 36116
205/832-3466

Tax rates:

Corporate income tax (Federal income tax deducted before state tax computed)	5%
Personal income tax	1½%-5%
Personal property tax	varies
Raw materials, goods in process of finished goods inventory (A constitutional amendment was passed in November, 1978, which exempts all business inventories from ad valorem taxation.)	none
Sales tax	4%
Equip. & machinery tax	1½% of selling price
Franchise & incorp. tax:	$10 per $1000 for domestic corp. $3 per $1000 for foreign corp.
Gasoline tax	$.11/gal.
Motor fuels (diesel)	$.12/gal.

Advanced education facilities:

Four-year colleges & universities	32
Two-year or junior colleges	21
Vocational & business schools	29

Medical facilities:

Hospitals	137
Clinics, County Health Dept.	67
Rural Health Clinics	15

Labor analysis:

Civilian labor force	1.79 million
Manufacturing	347,500
Nonmanufacturing	1,006,100

Source: **Alabama Development Office**

ALABAMA

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
ALABAMA	3,890.1	3,990.4
Anniston	29.5	30.9
Auburn	28.5	NA
Bessemer	31.7	32.7
Birmingham	284.4	282.5
Decatur	42.0	42.9
Dothan	48.8	52.1
Florence	37.0	37.7
Gadsden	47.6	46.9
Huntsville	142.5	144.0
Mobile	200.5	207.3
Montgomery	178.2	185.9
Phenix City	26.9	NA
Prichard	39.5	NA
Selma	26.7	NA
Tuscaloosa	75.1	77.6

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Anniston	116.9	122.9
Birmingham	847.4	905.5
Columbus, GA/AL	239.2	237.0
Dothan	NA	125.8
Florence	135.0	138.4
Gadsden	103.1	104.3
Huntsville	308.6	199.2
Mobile	442.8	461.4
Muntgomery	272.7	287.0
Tuscaloosa	137.5	142.3

NA = not available

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
ALABAMA	345.8	41.0	8.04
Birmingham	50.0	42.1	8.27
Huntsville	46.9	NA	NA
Mobile	25.2	42.3	9.79
Montgomery	16.1	NA	NA
Tuscaloosa	8.2	NA	NA

NA = not available

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ALABAMA	1,788.5	195.7	10.9
Birmingham	391.1	37.0	9.5
Huntsville	168.6	13.1	7.8
Mobile	200.3	25.4	12.7
Montgomery	131.2	11.0	8.4
Tuscaloosa	58.2	5.3	9.1

*Preliminary figures

ENVIRONMENT CONTROLS:

Air & Water Pollution

Joe Broadwater, Dir., Dept. of Environ. Mgt. (one-stop permitting), 1751 Federal Dr., Montgomery, 36130, 205/271-7700

State Employment Security Agency

For additional labor market information: Dept. of Ind. Relations, 649 Monroe St., Montgomery, 36130, 205/632-5279

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Huntsville 2/84
Office, professional & technical	
Clerks, payroll	6.06
Secretaries	7.73
Stenographers	NA
Switchbd opr-recept's	5.56
Drafters V	(a)11.19
Electronics technicians	*7.65
Computer operators	7.75
Computer programmers (business)	12.44
Maintenance & powerplant (men)	
Carpenters	NA
Electricians	11.59
Engineers, stationary	NA
Machinists	10.58
Mechanics (machinery)	12.71
Tool & die makers	10.86

Need To Expand To The Southeast?

Visit Dothan/Houston County, Alabama, and you will decide to stay. G.E., Michelin, Sony, and TRW are a few who did.

- Excellent labor force
- Free training program
- U.S. 231 N. 4 lane to I-65, I-85; U.S. 231 S. 4 lane to Florida and connects I-10; U.S. 431 and U.S. 84
- Four railroads
- Barge service on the Chattahoochee River, 9' x 100' channel
- Industrial bonds
- 4 Atlanta & 2 Memphis R.T. Republic DC-9 [illegible] and 6 R.T. ASA flights
- 44,000,000 people within 500 miles
- Regional Medical Center
- Climate:
  Average Jan.
  Low 34.6
  Average July
  High 90.2

Dothan
500 Mile Radius

Dothan/Houston County Chamber Of Commerce
[illegible], C.I.D., President
[illegible] P.O. Box [illegible] Dothan, AL [illegible]
(205) [illegible]

Circle 77 on Brochure Service Card

Your people. Our people.

We've got what it takes when your business is on the move.

Our Industrial Development [illegible]

[illegible]

First Alabama Bank

Circle 149 on Brochure Service Card

ONCE EXECUTIVES MOVE TO ALABAMA, THEY MAY NEVER WANT TO LEAVE.

"And who can blame them?

"After they've utilized all the financing programs, tax exemptions, grants and training programs designed to facilitate company expansion.

"Or benefited from a basic or applied research grant sponsored by the Governor's Alabama Research Institute.

"Or fully enjoyed Alabama's low cost of living, a result of affordable housing and low property taxes.

"Or proudly watched their children benefit from our well-funded educational system. (Alabama allocates more of its tax revenues for education than any other state. Plus, every student is required to pass the Alabama High School Graduation Exam to get a diploma, and every new teacher must pass the Alabama Initial Teacher Certification Test.)

"Hunted, spelunked, boated or fished on Alabama's sunny Gulf shores or many lakes, or hiked and admired the scenery in our state park system, one of the nation's best.

"Attended the Alabama Shakespeare Festival, Alabama Symphony or Alabama Ballet.

"Explored the Space & Rocket Center Museum, Battleship Alabama, or U.S.S. Drum.

"Savored the excitement of the Alabama International Motor Speedway or championship college football.

"Is it any wonder that when executives take a good look at Alabama, Alabama looks mighty good?

"If you'd like to combine a great business opportunity with having the time of your life for the rest of your life, call or write me or my staff at the Alabama Development Office for more information."

Yes, Governor, Alabama is the kind of state where I'd like to get down to business.

☐ Send me more information.

☐ Call me.

Gov. George C. Wallace

Name ____________________

Title ____________________

Company ____________________

Address ____________________

City ____________________

State/Zip ____________________

Phone ____________________

Send in strictest confidence to:
Jamie "Red" Etheredge, Director
Alabama Development Office
State Capitol
Montgomery, Alabama 36130
(205) 263-0048 Telex 592-471 4PL

ALABAMA

A State
Cut Out For Business

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Circle 75 on Brochure Service Card

$521 Average For
Southeastern Electric Utilities*
$465 Alabama Power*

“In Alabama [illegible] business is stacked in your [illegible]

Charlton B. McArthur
Vice President
Industrial Development

Recent surveys show Alabama Power's industrial electric rates are among the lowest in the nation. And future projections indicate they'll continue to remain low.

In fact, when compared to other electric utilities in the desirable Sunbelt region, Alabama's rates are near the bottom. That's just one reason why we're at the top of the list for many companies who are considering relocation or expansion.

Alabama also offers free, on-site employee training. Special business tax [illegible] Excellent ports and navigable waterways. [illegible] some things you can't put a price tag on. [illegible] ideal climate. And a relaxed, friendly lifestyle.

Even most of the resources for our reliable energy mix (59% coal, 28% nuclear, 1[illegible] hydroelectric) are available right here in our own state.

To get the whole story call us at Alabama Power – (205) 250-2534. Or write to our Industrial Development Department, P.O. Box 2641, Birmingham, Alabama 35291. We can help you make sure that your next move is a profitable one.

Alabama Power

Another powerful reason to move to Alabama.

*Industrial power costs in thousands per 20,000 KW or 13,140,000KWH based on January 1984 survey by Tennessee Valley Authority.

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Circle 76 on Brochure Service Card

Custodial & material movement (men)	
Guards	7.50
Janitors, porters & cleaners	7.08
Laborers, mat'd hdlg	7.08
Shipping & receiving clerks	7.15
Truckdrivers	6.22
Forklift operators	7.87

*Computed from available statistics
(a) Mfg. & nonmfg. combined

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	1,318.4	. . . .	. . . .
MANUFACTURING	338.3	40.7	7.58
Primary metal industries—SIC 33	24.8	39.4	11.22
Fabricated metal products—SIC 34	21.7	40.1	8.00
Machinery, except electrical—SIC 35	14.8	41.2	7.79
Electric & electronic equipment—SIC 36	21.4	42.6	6.87
Transportation equipment—SIC 37	21.5	40.9	9.45
Food & kindred products—SIC 20	26.9	39.4	5.78
Textile mill products—SIC 22	39.1	40.8	6.12
Apparel & other textile prods.—SIC 23	54.3	37.3	5.05
Paper & allied products—SIC 26	21.4	45.3	11.92
Printing & publishing—SIC 27	10.3	39.2	8.01
Chemicals & allied products—SIC 28	11.8	43.2	10.32
Rubber & misc. plastics prods.—SIC 30	14.6	42.6	11.21

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anniston 3, 4, 7
Auburn 4 (Columbus, GA)
Bessemer 3, 4 (Birmingham)
Birmingham 1-4, 6-10, 12, 13
Decatur 3, 4 (Huntsville)
Dothan 3, 4, 7, 9
Florence 3, 4 (11, 16 through Muscle Shoals)
Gadsden 3, 4, 7
Huntsville 3, 4, 6-9, 12
Mobile 1-10
Montgomery 2-4, 7-9
Phenix City (Columbus, GA)
Prichard 2 (Mobile)
Selma 3, 4 (Montgomery)
Tuscaloosa 2, 3, 7,11

Railroads

1. Burlington Northern R.R. Co.
2. Illinois Central Gulf R.R. Co.
3. Norfolk Southern Corp.
4. Seaboard System Railroad

Airlines

5. Air New Orleans
6. American
7. Delta
8. Eastern
9. Republic
10. Scheduled Skyways
11. Sunbelt Airlines
12. United
13. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anniston — 2e, 1g
Auburn — 2e, 1g
Bessemer — 4e, 1g
Birmingham — 2e, 1g
Decatur — 5eg
Dothan — 6e
Florence — 7eg
Gadsden — 2e, 1g
Huntsville — 9eg
Mobile — 2e, 10g
Montgomery — 2e, 1g
Phenix City — 2e, 11g
Prichard — 2e, 10g
Selma — 2e, 1g
Tuscaloosa — 2e, 1g

1. Alabama Gas Corp.
   1918 First Ave. N., Birmingham
   35295
2. Alabama Power Co.
   600 N. 18th St., Box 2641,
   Birmingham 35291
3. Alabama-Tennessee Natural Gas Co.
   P.O. Box 918, Florence 35631
4. Bessemer Electric Service
   P.O. Box 846, Bessemer 35021
5. Decatur Utilities Dept.
   110 Johnston St., S.E., P.O. Box
   2232, Decatur 35602
6. Dothan Electric Dept.
   126 N. St. Andrews St., Box 2128
   Dothan 36302
7. Florence Electricity (Gas) Dept.
   110 W. College St., Box 877
   Florence 35630
8. Hardin County Gas Co.
   P.O. Box 357, Florence 35630
9. Huntsville Utilities
   P.O. Box 2048, Huntsville 35804
10. Mobile Gas Service Corp.
    2828 Dauphin St., Mobile 36652
11. Phenix City Dept. of Public Utilities
    1119 Broad St., P.O. Drawer 760
    Phenix City 36868
12. Southeast Alabama Gas Dist.
    Hwy. 29 N., Andalusia 36420

When you contact industrial developers listed in

PLANT LOCATION

tell them where you saw their name

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement		
Portland	3,500	146,000
Masonry	220	13,570
Clays (excl. bentonite)	1,618	13,500
Gem stones	NA	1
Lime	926	44,059
Sand & gravel:		
Construction	6,800	18,400
Industrial	300	5,200
Stone:		
Crushed	21,800	94,000
Dimension	9	2,445
Combined value of bauxite, clays (bentonite), phosphate rock, and salt		12,072
Grand Total Alabama 1983		**349,247**

* = thousand short tons
NA = not available

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan	Jul	Heating	Cooling
Birmingham	42	80	2943	1891
Gadsden	41	79	3160	1671
Huntsville	40	79	3279	1708
Mobile	51	82	1695	2643
Montgomery	47	82	2277	2274
Selma	48	82	2040	2433
Tuscaloosa	44	81	2675	2102

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Etheredge, Jamie, Dir.
Alabama Dev. Off.
State Capitol
Montgomery, 36130
205/832-6960

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Birmingham

Knight, Joseph S., Econ. Dev. Dir.
City of Birmingham
710 N. 20th St., 35203
205/254-2799

MacArthur, C.B., Ind. Dev. V.P.
Alabama Power Co.
600 N. 18th St.
205/250-2534

Dothan

Hubbard, J. Dale, C.I.D., Pres.
Dothan/Houston Cty. Chamber of Comm.
P. O. Box 638, 36302
205/792-5138

Huntsville

Nerren, Guy B., C.I.D., Gen. Mgr.
Chamber of Comm. of Huntsville-Madison Cty.
P.O. Box 408, 35804
205/533-4141

Mobile

Merrihew, Lawrence L., V.P., Ind. Dev.
First Alabama Bank
P.O. Box 2527, 36622
205/690-1593

Weiskopf, A. A., Exec. V.P.
Mobile Area Chamber of Comm.
P.O. Box 2187, 36652
205/433-6951

Montgomery

Blake, Thomas L., C.I.D., Exec. V.P.

George, Randall L., C.I.D.,
Gen. Mgr. & Econ. Dev. Dir.
Montgomery Chamber of Comm.
P.O. Box 79, 36101
205/834-5200
205/834-5204

Shipp, S. E., Ind. Dev. Mgr.
Seaboard System Railroad
400 Tallapoosa St., 36101
205/262-4274

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings, land, equipment, mfrs. distribution centers, pollution control, coal conversion, transportation & minerals processing facilities, agribusiness facilities, & site development
- Recruiting, testing, & job placement services

Tax rates:

Corporate income tax	3.0%-6.0%
Personal income tax	2%-6%
Personal property tax	$0.45 per $100 + local
Real estate tax	$0.22 per $100 + local
Sales tax	5%
Inventory tax	$0.15 per $100 ($0.45 per $100 + local on finished goods only)
Equipment & machinery tax	$0.15 per $100
Incorp. tax	$0.002 to .01 per share
Franchise tax	$0.0007
Gasoline tax	9% (of wholesale prices)

Advanced education facilities:

Four-year colleges & universities	24
Two-year or junior colleges	18
Public vocational schools	88

Medical facilities

Hospitals	115
Clinics	NA

Labor analysis:

High school graduates	42,700
Mfgr. workers in unions	29%

Source: **Kentucky Commerce Cabinet**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Bureau of Environ. Protection, Kentucky Dept. for Natural Resources & Environ. Protection, Capital Plz. Tower, Frankfort, 40601, 502/564-2150

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
KENTUCKY	3,661.4	3,753.2
Ashland	27.1	26.8
Bowling Green	40.5	44.2
Covington	49.0	49.1
Frankfort	26.0	NA
Hopkinsville	27.3	28.1
Lexington-Fayette	204.2	210.1
Louisville	298.5	287.9
Owensboro	54.5	56.2
Paducah	29.3	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Cincinnati, OH/KY/IN	1,401.4	1,395.0
Clarksville—Hopkinsville, TN/KY	150.2	157.0
Evansville, IN/KY	309.4	282.7
Huntington—Ashland, WV/KY/OH	311.4	339.5
Lexington—Fayette	318.1	328.8
Louisville, KY/IN	906.2	964.7
Owensboro	85.9	87.3

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
KENTUCKY	254.1	39.0	9.38
Lexington—Fayette	28.8	39.2	9.88
Louisville	86.9	40.2	10.55
Owensboro	6.6	NA	NA

NA = not available

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
KENTUCKY	1,725.3	146.0	8.5
Lexington—Fayette	188.1	8.2	4.4
Louisville	432.1	34.2	7.9
Owensboro	47.3	4.7	10.0

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Louisville KY/IN 11/82
Office, professional & technical	
Clerks, payroll	6.74
Secretaries	8.73
Stenographers	(a)8.45
Switchbd opr-recept's	5.39
Drafters V	13.28
Electronics technician	11.67
Computer operators	9.69
Computer programmer (business)	*11.13
Maintenance & powerplant (men)	
Carpenters	11.87
Electricians	12.74
Engineers, stationary	12.81
Machinists	13.55
Mechanics (machinery)	13.29
Tool & die makers	12.21
Custodial & material movement (men)	
Guards & watchmen	9.44
Janitors, porters & cleaners	*8.80
Laborers, mat'l hdlg	*9.77
Shipping & receiving clerks	8.75
Truckdrivers	9.33
Forklift operators	9.55

*Computed from available statistics
(a) Mfg. & nonmfg. combined

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	1,154.1	....	....
MANUFACTURING	240.9	39.2	8.79
Primary metal industries—**SIC 33**	15.8	37.9	11.34
Fabricated metal products—**SIC 34**	14.5	36.8	8.45
Machinery, except electrical—**SIC 35**	29.7	37.2	9.63
Electric & electronic equipment—**SIC 36**	28.3	39.1	9.44
Transportation equipment—**SIC 37**	12.2	44.9	12.30
Food & kindred products—**SIC 20**	19.9	39.0	8.49
Textile mill products—**SIC 22**	6.0	34.9	5.31
Apparel & other textile prods.—**SIC 23**	25.7	39.4	4.93
Paper & allied products—**SIC 26**	7.2	38.7	8.42
Printing & publishing—**SIC 27**	14.5	39.5	9.03
Chemicals & allied products—**SIC 28**	13.3	40.8	10.28
Rubber & misc. plastics prods.—**SIC 30**	10.4	....	....

When you contact
industrial developers
listed in
PLANT LOCATION
tell them
where you saw
their name

State Employment Security Agency

For additional labor market information: Dept. for Employment Services, 275 E. Main St., Frankfort, 40601, 502/564-7976

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ashland 1 (Huntington, WV)
Bowling Green 6 (Nashville, TN)
Covington 1, 6 (Cincinnati, OH)
Frankfort 1, 6 (Lexington)
Hopkinsville 3, 6 (Clarksville, TN)
Lexington-Fayette 1, 5, 6, 9, 13, 14, 16, 17
Louisville 1-7, 9-13, 15-17
Owensboro 6, 7
Paducah 3, 7, 8

Railroads

1. Chessie System Railroads
2. Conrail
3. Illinois Central Gulf R.R. Co.
4. Milwaukee Road
5. Norfolk Southern Corp.
6. Seaboard System Railroad

Airlines

7. Allegheny Commuter
8. Britt Airways
9. Delta
10. Eastern
11. Florida Express
12. Ozark
13. Piedmont
14. Tennessee Airways
15. TWA
16. United
17. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Ashland — 6e, 2g, 5g
Bowling Green — 1e, 11g
Frankfort — 3e, 2g
Hopkinsville — 4e, 11g
Lexington-Fayette — 7e, 2g
Louisville — 8eg
Owensboro — 9eg, 11g
Paducah — 10e, 11g

1. Bowling Green Elec. Div.
   801 Center St., Box 478, Bowling Green 42101
2. Columbia Gas of KY Inc.
   200 Civic Center Dr., Columbus, OH 43215
3. Frankfort Elec. & Water Plant Bd.
   315 W. 2nd St., Frankfort 40601
4. Hopkinsville Elec. Plant Bd.
   101 N. Main St., Hopkinsville 42240
5. Inland Gas Co.
   340 17th St., Ashland 41101
6. Kentucky Power Co.
   1701 Central Ave., Box 1428, Ashland 41101
7. Kentucky Utilities Co.
   1 Quality St., Lexington 40507
8. Louisville Gas & Electric Co.
   311 W. Chestnut St., P.O. Box 32010 Louisville 40232
9. Owensboro Mun. Utilities
   115 E. 4th St., Owensboro 42301
10. Paducah Power System
    1400 Broadway, Box 180, Paducah 42001
11. Western Kentucky Gas Co.
    311 W. 7th St., Owensboro 42301

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. ball clay)	597	2,236
Gem stones	NA	1
Sand & gravel (construction)	6,000	13,000
Stone (crushed)	36,500	135,000
Combined value of ball clay, cement, and lime		91,283
Grand Total Kentucky 1983		**241,520**

* = thousand short tons
NA = not available

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Ashland	32	75	4900	1071
Bowling Green	34	78	4309	1429
Covington	29	75	5247	1037
Lexington	32	76	4814	1170
Louisville	33	78	4525	13 2
Owensboro	33	78	4279	1460
Paducah	34	79	4130	1573

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Knicely, Carroll, Sec'y of Comm.
Commonwealth of Kentucky
Frankfort, 40601
502/564-7670

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Lexington

Lewis, Owen H., V.P.
Kentucky Utilities Co.
1 Quality St., 40507
606/255-1461

Louisville

Fowler, A. L., Ind. Dev. Mgr.
Seaboard System Railroad
P.O. Box 2157, 40201
502/587-5228

Kernen, Leonard T., C.I.D., V.P.
First National Bank
First National Tower, 40202
502/581-6668

Saunders, Kerry B.
Econ. Dev. Asst. Mgr.
Louisville Area Chamber of Comm.
1 Riverfront Plz., 40202
502/566-5000

Slaughter, H. G., Ind. Eng.
Seaboard System Railroad
P.O. Box 2157, 40201
502/587-5354

Paducah

Shelby, Barbara Ann, Dir.
Paducah Ind. Dev. Council
P.O. Box 810, 42001
502/443-1746

MISSISSIPPI

STATE INFORMATION:

Financial assistance to industry:

Tax exemptions
Bonds for buildings, land, & equip.
Bonds for pollution control
"Free Port" law
Free start-up training
Small bus. loan guaranty program
SBA 503 program

Tax rates:

Corporate income tax	3%-4%
Personal property tax	10-year exemption for new mfrs.
Sales tax	6%
Equipment & machinery tax	1%
Franchise & incorp. tax	$2.50/$1,000

Information available:

Labor market
Wages
Environment
Available buildings
Industrial sites

Advanced education facilities:

Four-year colleges & universities	22
Two-year or junior colleges	22
Vocational & business schools	30

Source: **Mississippi Department of Economic Development**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Bureau of Pollution Control Dir., Dept. of Natural Resources, 2380 Hwy. 80 W, P.O. Box 10385, Jackson, 39209, 601/961-5171

MISSISSIPPI

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
MISSISSIPPI	2,520.6	2,605.1
Biloxi	49.3	51.3
Columbus	27.4	NA
Greenville	40.6	41.4
Gulfport	39.7	42.0
Hattiesburg	40.8	42.2
Jackson	202.9	211.1
Meridian	46.6	47.9
Pascagoula	29.3	31.0
Vicksburg	25.4	NA

NA = not available

When you contact
industrial developers
listed in

PLANT
LOCATION

tell them
where you saw
their name

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Biloxi—Gulfport	191.9	192.6
Jackson	320.4	385.5
Memphis, TN/AR/MS	912.9	920.4
*Pascagoula	118.0	127.7

*SMSA renamed in federal government's latest revisions.

*SMSA Renamed in federal government's latest revisions.

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

Employment Thousands	Weekly Hours	Hourly Earnings $
MISSISSIPPI		
210.9	40.8	7.02
Jackson		
16.4	41.7	8.35

Unemployment

*Major Market Areas—9/84**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MISSISSIPPI		
1,105.0	117.9	10.7
Jackson		
165.4	11.0	6.6

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Security Cmsn., P.O. Box 1699, 1520 W. Capitol St., Jackson, 39205, 601/354-8711

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Jackson 1/84	Memphis, TN/AR/MS 11/84
Office, professional & technical		
Clerks, payroll	6.27	7.48
Secretaries	8.46	7.76
Stenographers	NA	(b)9.71
Switchbd opr-recept's	5.88	6.19
Drafters	(a)9.38	8.98
Electronics technicians	(a)10.09	(a)10.16
Computer operators	*8.81	8.63
Computer programmers (business)	*8.75	10.51
Maintenance & powerplant (men)		
Carpenters	NA	(a)11.38
Electricians	11.47	12.96
Engineers, stationary	NA	13.27
Machinists	10.18	11.74
Mechanics (machinery)	10.28	12.03
Tool & die makers	NA	12.07
Custodial & material movement (men)		
Guards	(a)3.80	(a)4.21
Janitors, porters & cleaners	6.09	7.21
Laborers, material handling	7.66	5.40
Shipping & receiving clerks	7.66	8.61
Truckdrivers	5.87	7.41
Forklift operators	7.16	9.23

*Computed from available statistics
(a) Mfg. & nonmfg. combined
(b) Nonmfg.

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	788.8	....	....
MANUFACTURING	203.4	40.1	6.70
Fabricated metal products—**SIC 34**	9.0	....	....
Machinery, except electrical—**SIC 35**	11.2	41.2	7.34
Electric & electronic equipment—**SIC 36**	21.1	41.6	7.81
Transportation equipment—**SIC 37**	17.4	41.8	9.47
Instruments & related products—**SIC 38**	1.3	....	....
Food & kindred products—**SIC 20**	22.6	38.1	5.35
Textile mill products—**SIC 23**	5.8	38.6	5.72
Apparel & other textile prods.—**SIC 23**	36.3	36.6	4.51
Paper & allied products—**SIC 26**	7.4	42.9	10.48
Printing & publishing—**SIC 27**	5.9	38.8	7.10
Chemicals & allied products—**SIC 28**	6.4	40.4	9.06
Rubber & misc. plastics prods.—**SIC 30**	6.4	....	....

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TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Biloxi 4 (Gulfport)
Columbus 1-3, 9, 10
Greenville 2, 10
Gulfport 2, 4, 10
Hattiesburg 2, 3 (Laurel)
Jackson 2, 5-9, 11, 13, 14
Meridian 2, 3, 10, 12, 13
Pascagoula 4 (Mobile, AL)
Vicksburg 2 (Jackson)

Railroads

1. Burlington Northern R.R. Co.
2. Illinois Central Gulf R.R. Co.
3. Norfolk Southern Corp.
4. Seaboard System Railroad

Airlines

5. American
6. Continental Commuter
7. Delta
8. Eastern
9. Flight Line
10. Republic
11. Royale Airlines
12. Scheduled Skyways
13. Sunbelt Airlines
14. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Biloxi — 4e, 2g
Columbus — 1e, 5g
Greenville — 3e, 5g
Gulfport — 4e, 2g
Hattiesburg — 4e, 7g
Jackson — 3e, 5g
Meridian — 4e, 5g
Pascagoula — 4e
Vicksburg — 3e, 6g

1. Columbus Lt. and Water Dept.
   P.O. Box 949, Columbus 39701
2. Entex Inc.
   P.O. Box 2628, Houston, TX 77001
3. Mississippi Power & Light Co.
   Electric Bldg., Box 1640, Jackson 39215-1640
4. Mississippi Power Co.
   2992 W. Beach, Gulfport 39501
5. Mississippi Valley Gas Co.
   711 W. Capitol St., Jackson 39203
6. Vicksburg Water & Gas Admin.
   801 Washington St., Vicksburg 39180
7. Willmut Gas & Oil Co.
   315 Main St., Hattiesburg 39401
8. Johnson City Power Bd.
   100 N. Roan St., Box 1636, Johnson City 37601
9. Knoxville Utilities Bd.
   626 S. Gay St., Box 1951, Knoxville 37901
10. Memphis Light, Gas & Water Div.
    220 S. Main St., Box 430, Memphis 38101
11. Murfreesboro Electric Dept.
    225 N. Walnut St., Box 9
    Murfreesboro 37133
12. Nashville Electric Service
    1214 Church St., Nashville 37246
13. Nashville Gas Co.
    814 Church St., Nashville 37203
14. Oak Ridge Utility Dist. (Elec. Div.)
    101 Bus Terminal Road (Box 1), Oak Ridge 37830
15. Tennessee-Virginia Energy Corp.
    108 W. 10th Ave., P.O. Box 60
    Johnson City 37601
16. United Cities Gas Co.,
    1200 Parkway Towers, Nashville 37219
17. Kingsport Power Co.
    422 Broad St., Kingsport 37662

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	1,061	17,823
Sand & gravel (construction)	12,800	43,300
Combined value of cement, sand and gravel (industrial), and stone (crushed)		25,910
Grand Total Mississippi 1983		**87,033**

* = thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Biloxi	52	82	1498	2652
Columbus	42	81	2860	2003
Greenville	43	82	2635	2246
Hattiesburg	48	81	2027	2338
Jackson	46	82	2389	2290
Meridian	46	81	2479	2158
Vicksburg	47	82	2201	2306

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Hackett, William., Exec. Dir.
Mississippi Dept. of Econ. Dev.
P.O. Box 849
1200 Walter Sillers Bldg.
Jackson, 39205
601/359-3449

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Gulfport

Ueltschey, Charles M., Econ. Dev. Mgr.
Mississippi Power Co.
P.O. Box 4079, 39501
601/865-5266

Wingo, Perry B., Exec. Dir.
Harrison Cty. Dev. Cmsn.
P.O. Box 569, 39502
601/863-3807

Jackson

Bradshaw, L.O., Ind. Loc. Cons.
Mississippi Power & Light
P.O. Box 1640, 39205
601/969-2317

Hankins, William F., Pres.
Bank of Jackson
P.O. Box 23023, 39205
601/969-0666

Powell, James G., C.I.D., Econ. Dev. Mgr.
Jackson Chamber of Comm.
P.O. Box 22548, 39205
601/948-7575

Rhodes, Jack R., Ind. Dev. Dir.
Electric Power Assns. of Miss.
P.O. Box 7897, 39204
601/922-2341

Pascagoula

Boyd, William H., Dir.
Jackson Cty. Ind./Econ. Dev.
P.O. Box 70, 39567
601/762-4041

Vicksburg

Heidel, James B., Exec. V.P.
Vicksburg/Warren Cty. Chamber of Comm., Port & Econ. Dev. Fdtn.
P.O. Box 709, 39180
601/636-1012

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- *education*
- *lifestyle*
- *major industries*

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STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- "Free Port" law
- Investment tax credit

Tax rates:

Corp. income tax	6% net earnings
Personal property tax	varies locally
Sales tax	5½% + 1-2¼% local
Equip. & machinery tax	no state
Franchise tax	25¢/$100
State property tax	none

Advanced education facilities:

Four-year colleges & universities	44
Two-year or junior colleges	16
Vocational & business schools	29

Labor analysis:

Public high school graduates	55,809
Available labor (8/84)	228,730

Source: **Tennessee Department of Economic & Community Development**

ENVIRONMENT CONTROLS:

Air Pollution

Air Pollution Control, Tennessee Dept. of Public Health, 150 Nineth Ave., N., Nashville, 37219, 615/741-3931

Water Pollution

Water Quality Control, Tennessee Dept. of Public Health, 150 Nineth Ave., N., Nashville, 37219, 615/741-2275

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1984 —Thousands—
TENNESSEE	4,590.8	4,719.8
Chattanooga	169.6	171.4
Clarksville	54.8	58.7
Cleveland	26.4	NA
Columbia	25.8	NA
Hendersonville	26.6	NA
Jackson	49.1	50.0
Johnson City	39.8	41.3
Kingsport	32.0	32.0
Knoxville	183.1	175.7
Memphis	646.4	647.1
Murfreesboro	32.8	35.8
Nashville-Davidson	455.7	456.1
Oak Ridge	27.7	28.4

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980 —Thousands—	Estimate 1984 —Thousands—
Chattanooga, TN/GA	426.5	433.0
Clarksville—Hopkinsville, TN/KY	150.2	157.0
Johnson City—Kingsport—Bristol, TN/VA	433.6	444.3
Knoxville	476.5	583.7
Memphis, TN/AR/MS	912.9	920.4
*Nashville	850.5	889.4

*SMSA renamed in federal government's latest revisions.

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
TENNESSEE	498.0	40.9	7.88
Chattanooga	44.6	41.2	7.46
Knoxville	50.9	40.4	9.23
Memphis	52.2	40.0	8.27
Nashville—Davidson	87.7	42.0	9.06

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
TENNESSEE	2,231.9	185.7	8.3
Chattanooga	200.1	14.1	7.1
Knoxville	230.2	16.7	7.3
Memphis	415.3	28.6	6.9
Nashville—Davidson	470.9	25.3	5.4

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Chattanooga TN/GA 9/84	Memphis TN/AR/MS 11/82
Office, professional & technical		
Clerks, payroll	7.04	6.62
Secretaries	8.19	6.85
Stenographers	NA	(a)8.48
Switchbd opr-recept's	5.61	5.56
Drafters	9.28	8.41
Electronics technicians	10.96	(a)8.55
Computer operators	8.54	7.81
Computer programmers (business)	10.37	9.54
Maintenance & powerplant (men)		
Carpenters	NA	(a)10.50
Electricians	10.49	11.62
Engineers, stationary	NA	11.46
Machinists	9.68	10.56
Mechanics (machinery)	10.45	10.84
Tool & die makers	NA	11.10
Custodial & material movement (men)		
Guards	7.47	*5.90
Janitors, porters & cleaners	7.12	5.96
Laborers, mat'l hdlg	6.97	5.15
Shipping & receiving clerks	7.25	6.63
Truckdrivers	8.49	6.96
Forklift operators	7.41	8.29

*Computed from available statistics

(a) Mfg. & nonmfg. combined

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	1,720.0	. . . .	. . . .
MANUFACTURING	470.0	40.5	7.49
Primary metal industries—**SIC 33**	15.9	40.8	10.44
Fabricated metal products—**SIC 34**	28.5	41.6	7.92
Machinery, except electrical—**SIC 35**	32.1	. . . .	. . . .
Electric & electronic equipment—**SIC 36**	37.8	. . . .	. . . .
Transportaton equipment—**SIC 37**	23.8	. . . .	. . . .
Instruments & related products—**SIC 38**	7.5	40.1	7.12
Food & kindred products—**SIC 20**	36.2	39.6	7.63
Textile mill products—**SIC 22**	25.2	41.2	5.86
Apparel & other textile prods.—**SIC 23**	64.8	37.5	4.92
Paper & allied products—**SIC 26**	16.6	44.6	9.68
Printing & publishing—**SIC 27**	29.0	. . . .	. . . .
Chemicals & allied products—**SIC 28**	54.0	41.2	9.79
Rubber & misc. plastics prods.—**SIC 30**	20.8	44.0	8.29

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Chattanooga 3, 4, 11, 12, 17, 18, 23
Clarksville 4, 7
Cleveland 3 (Chattanooga)
Columbia 4 (Nashville)
Hendersonville 4 (Nashville)
Jackson 2, 4, 20
Johnson City 3, 4 (Tri-City)
Kingsport 3, 4 (Tri-City)
Knoxville 3, 4, 9, 11, 12, 18, 23, 25, 26
Memphis 1, 2, 4-6, 8, 10, 11, 13, 16-21, 24-26
Murfreesboro 4 (Nashville)
Nashville-Davidson 4, 7, 8, 11, 12, 14-18, 20, 22-26
Oak Ridge 4 (Knoxville)

Railroads

1. Burlington Northern R.R. Co.
2. Illinois Central Gulf R.R. Co.

3. Norfolk Southern Corp.
4. Seaboard System Railroad
5. Union Pacific System

Airlines

6. Air Atlanta
7. Allegheny Commuter
8. American
9. Atlantis Airlines
10. Britt Airways
11. Delta
12. Eastern
13. Flight Line
14. Florida Express
15. Ozark
16. Pan American
17. Piedmont
18. Republic
19. Royale Airlines
20. Scheduled Skyways
21. Sunbelt Airlines
22. Sunbird Airlines
23. Tennessee Airways
24. TWA
25. United
26. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Chattanooga — 1e, 2g
Clarksville — 3eg, 4g
Cleveland — 5e, 2g
Columbia — 6e, 16g
Hendersonville — 13g
Jackson — 7eg
Johnson City — 8e, 15g
Kingsport — 17e, 15g
Knoxville — 9eg
Memphis — 10eg
Murfreesboro — 11e, 16g
Nashville-Davidson — 12e, 13g, 16g
Oak Ridge — 14eg

1. Chattanooga Elec. Power Bd.
   537 Cherry St., Chattanooga 37402
2. Chattanooga Gas Co.
   811 Broad St., Chattanooga 37402
3. Clarksville Dept. of Elec.
   2021 Guthrie Hwy, Box 1007
   Clarksville 37040
4. Clarksville Gas Dept.
   104 Public Square, Clarksville 37040
5. Cleveland Utilities
   2450 Guthrie Dr. N.W., Box 2730,
   Cleveland 37311
6. Columbia Power System
   201 Pickens La., Box 379, Columbia
   38401
7. Jackson Utility Division
   119 E. College St., P.O. Box 68,
   Jackson 38301

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Chattanooga	39	79	3583	1578
Clarksville	36	79	4014	1514
Jackson	37	79	3707	1625
Knoxville	38	78	3658	1449
Memphis	40	82	3207	2067
Murfreesboro	38	79	3734	1573
Nashville	37	79	3756	1661
Oak Ridge	37	77	4006	1294

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	W	W
Clays	1,025	26,387
Gem stones	NA	5
Phosphate rock — thous. metric tons	1,151	26,931
Sand & gravel:		
Construction	6,200	18,800
Industrial	460	5,000
Stone (dimension)	8	943
Zinc — metric tons (recov. cont. of ores, etc.)	101,978	94,426
Combined value of barite, cement (masonry), copper, lime, pyrites, silver, stone (crushed), and values indicated by the symbol W		238,289
Grand Total Tennessee 1983		**410,781**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

State Employment Security Agency

For additional labor market information: Dept. of Employment Security, Rm. 536, Cordell Hull State Office Bldg., Nashville, 37219, 615/741-2284

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Long, William H., Cmsr.
Von Cannon, Theodore, Dpty. Cmsr.
Dept. of Econ. & Comm. Dev.
1007 Andrew Jackson Bldg.
Nashville, 37219
615/741-3282
1-800/251-8594 toll free

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Chattanooga

McAuley, Robert E., Gen. Mgr.
Econ. Dev. Council
Chattanooga Area Chamber of Comm.
1001 Market St., 37402
615/756-2121

Jackson

Barnette, Alf T., C.I.D., Exec. Dir.
West Tenn. Ind. Assn.
306 E. Main St., 38301
901/424-1434

Crain, Don, Econ. Dev. Coord.
Jackson Area Chamber of Comm.
P.O. Box 1904, 38302
901/423-2200

Knoxville

Carnathan, Ralph D., Ind. Dev. Dir.
Tenn. Valley Auth.
387 Old City Hall, 37902
615/632-4405

Memphis

Cole, Kenneth O., Ind. Dev. Rep.
Memphis Light, Gas & Water Div.
P.O. Box 430, 38101
901/528-4171

Stockton, Clifford
Memphis Area Chamber of Comm.
P.O. Box 224-D, 38101
800/238-1200

Nashville

Harris, Fred H., Econ. Dev. Dir.
Nashville Chamber of Comm.
161 4th Ave. N., 37219
615/259-3900

Spradley, J. T., Jr., Ind. Dev. Mgr.
Seaboard System Railroad
162 Fourth Ave.
P.O. Box 2567, 37219
615/244-1491

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☐ 40 Motor Freight Carrier
☐ 50 Air Carrier
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☐ 70 Terminals, Ports and Port Authorities
☐ 90 Others allied to the field (please specify)

3. What is your business function? (check one only)

☐ 10 Corporate Management
☐ 20 Operating Management
☐ 30 Traffic & Physical Distribution Management
☐ 40 Engineering
☐ 50 Sales/Marketing
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Regional Review:

By Roger Christianson

Having been asked to prepare a review for the West North Central region, I now have a great deal more empathy for statisticians, economists, and forecasters. I am also convinced that the "information age" is a reality: the pile of data, publications, charts, newsletters, and other assorted propaganda littering my desk and overflowing onto chairs, credenzas, and the floor might have taken a lifetime to amass just a few short years ago, while today, the answers to all my questions and more appear overnight from each of the states in the region.

As I reviewed this material, I was struck by the diversity of the states and the communities within them. There are some noted contrasts: communities in the region range from cosmopolitan cities to rural isolation, from areas with a total dependence on agriculture to areas with companies that are world leaders in technological innovation. I soon realized that I must focus on the commonalities in the region, or resign myself to this review as my life's work.

A regional overview. The first point I came across in the search for commonalities was the emphasis the region's governors place on economic development and job creation. While discussing Kansas' development, Governor John Carlin has said, "Economic development must be broadly defined to include much more than the activities of the Kansas Department of Economic Development. If we hope to move a step ahead of our competition, we have to offer business interests much more than assistance in

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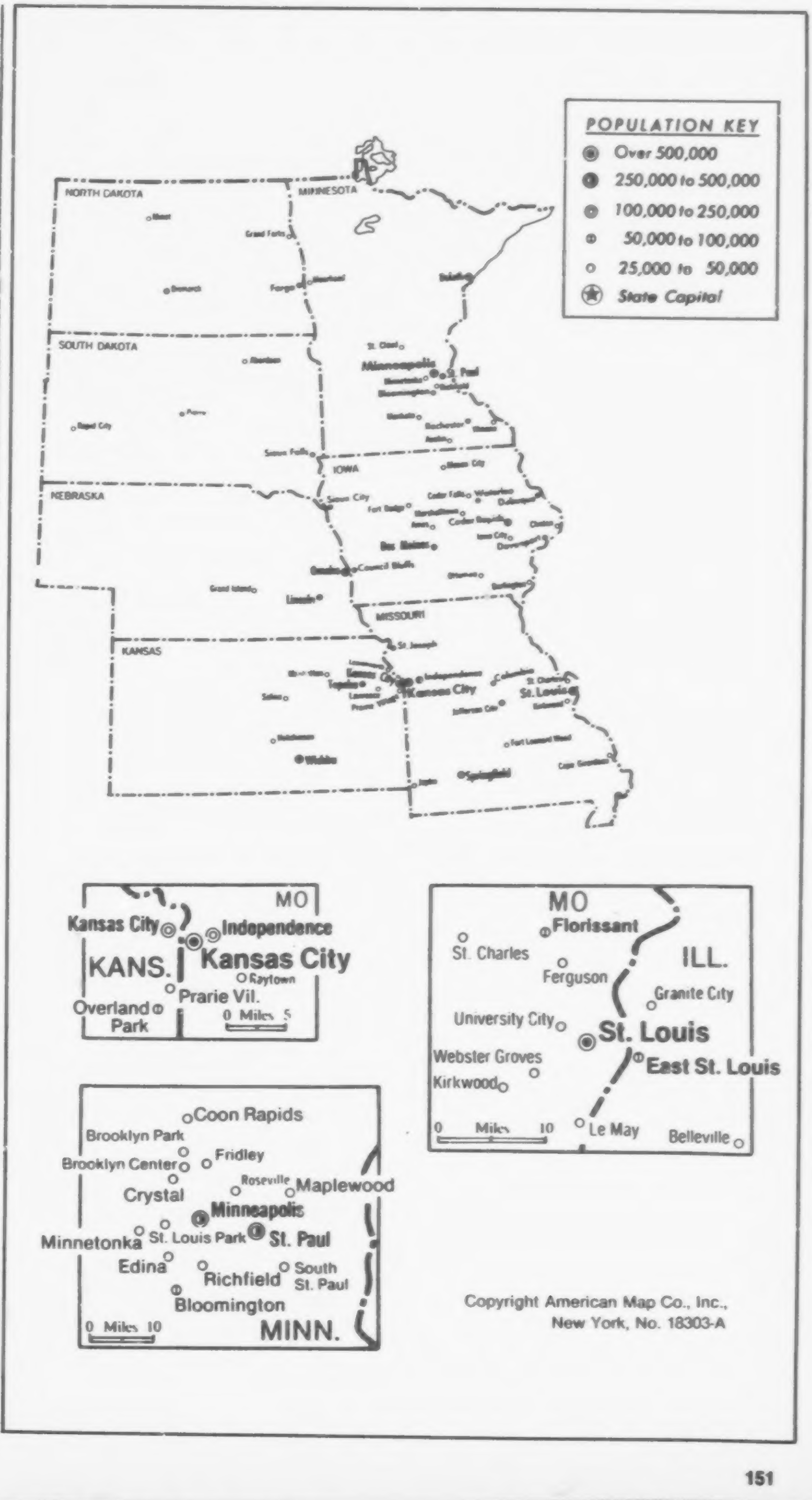
Mr. Christianson is the development division director of the Kansas Department of Economic Development in Topeka. He is also a Certified Industrial Developer.


POPULATION KEY
◉ Over 500,000
● 250,000 to 500,000
◎ 100,000 to 250,000
⊕ 50,000 to 100,000
○ 25,000 to 50,000
★ State Capital
NORTH DAKOTA
MINNESOTA
SOUTH DAKOTA
IOWA
NEBRASKA
MISSOURI
KANSAS
Minneapolis
St. Paul
Des Moines
Lincoln
Kansas City
St. Louis
Wichita
Springfield
MO
Kansas City
Independence
KANS.
Kansas City
Raytown
Prarie Vil.
Overland Park
0 Miles 5
MO
Florissant
St. Charles
ILL.
Ferguson
Granite City
University City
St. Louis
Webster Groves
East St. Louis
Kirkwood
0 Miles 10
Le May
Belleville
Coon Rapids
Brooklyn Park
Brooklyn Center
Fridley
Roseville
Maplewood
Crystal
Minneapolis
Minnetonka
St. Louis Park
St. Paul
Edina
Richfield
South St. Paul
Bloomington
0 Miles 10
MINN.

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site location, tax incentives, or any of the traditional components of economic development. We must offer them a distinctive Kansas community characterized by a high quality of life and an excellent educational system." This is the sentiment frequently echoed by the rest of the region's governors.

Support for economic development is evident in the states' industrial development promotional activities and their efforts to attract new industry to the region. This becomes even more evident as economic development and job creation surface in many areas, notably education. The latter is illustrated by the fact that in 1984 five states in the region—Kansas, Nebraska, South Dakota, Minnesota, and Iowa—ranked in the top ten nationwide in both the American College Testing (ACT) program and the Scholastic Aptitude Test (SAT) results, and no ranking in the region was below 19th.

High-technology programs. Not to be left behind the rest of the country in the quest for and development of high-technology industry, the region has seen a variety of programs developed within the states.

Kansas has made an investment in the future of the state's economy by the creations of an Advanced Technology Commission, a Research Matching Grant Program, and Centers of Excellence for Bioanalytical Research, Artificial Intelligence and Automated Control Systems, and Productivity Enhancement. The Centers of Excellence will effect a wide range of industries through the application of new technology useful to the industrial community. Other planned projects will open up new markets for Kansas-produced goods and agricultural products. Further, a technology-transfer seminar was held to improve the ability of Kansas manufacturers, research and development firms, and academic researchers to translate ideas into new products.

Missouri allocated funding during 1984 to open four Innovation Centers. These business-incubation centers provide essential research, technical, managerial, and financial support to promising young businesses in conjunction with local universities and colleges.

The 1984 Minnesota legislature approved the construction of a $1.6-million super-computer institute at the University of Minnesota and a $6-million appropriation for start-up measures toward the development of a high-technology corridor, which is in conjunction with the University of Minnesota.

These and other programs and incentives established by the states recognize the importance of technological development and transfer as components for job creation in the region. This recognition is also evident in the emphasis placed on research and development at the region's colleges and universities and the associated funding for university research and technology-oriented programs.

Even more significant, however, is a heightened awareness of the need to ensure that the breakthroughs made have practical applications and translate into new jobs. This "technology transfer" is receiving more consideration as universities, state legislators, and businesses in the region recognize that the development of technology alone does not create jobs.

MTDI. A unique effort in the region that recognizes the importance of technology is the establishment of the Midwest Technology Development Institute (MTDI). MTDI was formed to develop and administer a set of programs that will implement the interests of states in the region in technological development and trade. The goals of the Institute are to assist each state by linking its individual efforts toward these objectives, and to establish policies and procedures to expand cooperative research at midwestern universities and then encourage cooperation between those universities and foreign entities.

A guiding principle toward this effort will be to reinforce and build on the industries where the region seems to have an advantage, while remaining aware of opportunities to attract new firms and industries.

A vocal supporter of MTDI is W.C. Norris, chairman of the board of Control Data Corporation. In remarks made to the Midwestern Governor's Conference Steering Committee on Regional Trade, Norris stated that a major objective of the regional approach is to expand technological cooperation among individual states and then between a group of these states and foreign countries. A regional initiative also agrees with the objectives that virtually every state is working to achieve: attraction of new industry, investment in technology development, and expanded employment.

Employment. Solid gains have been made in manufacturing employment in the region in 1984; these gains have helped to facilitate a return to the region's traditionally low unemployment rates.

Kansas led the region in new industries and expansions, with 93 and 69 respectively. This resulted in 5,912 new jobs created, which contributed to the state's 5.5% of unemployment for 1984.

In Missouri, 63 new industries were announced and 88 companies expanded with a total of 13,473 new jobs. The unemployment rate was 6.7%.

North Dakota saw 24 new industries and 5 expansions; its unemployment rate was 6.2%. Complete information for the remaining states was not available.

Overall, the region's average unemployment rate was 5.9% for 1984, well below the national average for the year.

International initiatives. Governors and professional industrial developers in the West North Central region are getting to know the territory. During 1984, Governor John Carlin of Kansas led a prospecting mission of the Kansas Cavalry on the fourth Kansas mission to western Europe. These missions have generated many prospects for investment in Kansas, including the recent announcement of a joint venture between Brimont, SA, (Reims-Brunay, France) and Ottawa Truck Corporation (Ottawa, Kansas) to produce a new four-wheel-drive vehicle unique to the U.S. This venture indicates that there are opportunities for Midwest states in the world marketplace beyond the sale of agricultural products.

Efforts by the state of Missouri in Japan have resulted in a trade agreement between Missouri and the Japanese Bank of Yokohama. The agreement called for the Bank of Yokohama to promote actively the state of Missouri to its clients for investment opportunities. Another encouraging result is the opening of the first U.S. office of the Japanese Chamber of Commerce and Industry, representing 479 local chambers of commerce throughout Japan, in Kansas City.

New initiatives in North Dakota include the official designation of the state's first foreign trade zone and the formation of the nation's first state-supported export trading company devoted exlusively to agricultural products.

Iowa's export profile was enhanced last fall when Governor Terry Branstad presided at the opening ceremonies of the Iowa Development Commission's office in Hong Kong. In Germany, the Iowa Development Commission's Frankfurt office, established in 1972, continues to provide trade leads for Iowa companies.

Nebraska has also been active in trade development in 1984 with participation in trade shows in San Juan and Paris.

Minnesota is targeting its international efforts in two areas of the world through the operation of the recently established Minnesota Trade Office. The Pacific Rim countries are targeted for export development, while western Europe, especially the Scandinavian countries to which Minnesota has close cultural ties, is the focus of reverse-investment efforts.

A look at what's ahead. To forecast conditions in the region in the near future, we have to consider both the good and the bad. First, the bad news. Agriculture, an important part of the economy of the region, has yet to see the economic upturn experienced in many other sectors of the regional economy. Farmers in the nation's heartland do not foresee an increase in prices in 1985; farm debts continue to mount; and farmland values continue to drop. Heavy equipment and machinery manufacturers in the region and other agribusinesses continue to feel the effects of the depressed agricultural sector. "Flat, if we're lucky" is the outlook for 1985 for one equipment manufacturer in the region; this seems to sum up the general attitude.

So, with the worst news out of the way quickly, how are things looking for 1985 in other sectors of the region's economy? The word "boom" is seldom heard, but there is cautious optimism and confidence that the economic gains made by the region in the recovery begun in 1983 and continuing in 1984 will not only be maintained, but moderate, stable growth will continue.

I feel confident about forecasting a good year for industrial development in the West North Central region for 1985. The region's advantages include a consistently high business-climate ranking by such nationally recognized studies as Alexander Grant and Co. and General Manufacturing Business Climate; the continuation of the shift in manufacturing growth and population toward the center of the nation; a solid emphasis toward economic development and an emerging emphasis toward international trade and reverse investment; and most importantly, the work ethic of a well-educated workforce that expects to work for a living and expects others to do the same. These attributes of the region will not be overlooked by companies looking for new locations for their manufacturing facilities.

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STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Bonds for warehousing
- Bonds for co. headquarter facilities
- Aid for job training
- Loans through Iowa Bus. Dev. Cred. Corp. and Iowa Bus. Growth Co.

Tax rates:

Corporate income tax:
............6-12% Iowa sales only
............50% of federal tax paid is exempt from corporate income tax from sales outside Iowa. Iowa has adopted the Federal Accelerated Cost Recovery System.

Personal income tax
............½-13%, indexed for inflation

Personal property tax
............being phased out. First $175,000 of assessed taxable value is exempt. Additional exemption added by county varies according to county.

Sales tax 4%

Equipment & machinery tax
... 70% reduction of the property tax on newly acquired computers and mfg. equipment/machinery.

Incorporation tax ....$15-$3,010

Advanced education facilities:

State universities	3
Private colleges	27
Area vocational & community colleges	15

Source: Iowa Development Commission

POPULATION:

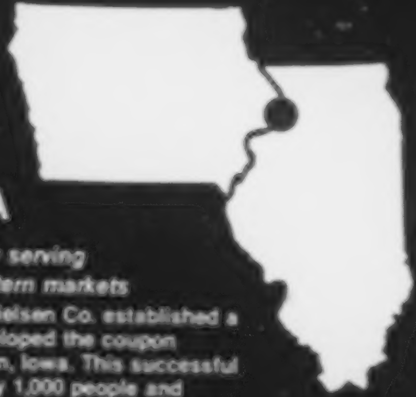
Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
IOWA	2,913.4	2,934.0
Ames	45.8	47.2
Bettendorf	27.4	NA
Burlington	29.5	NA
Cedar Falls	36.3	37.5
Cedar Rapids	110.2	110.6
Clinton	32.8	NA
Council Bluffs	56.4	56.1
Davenport	103.3	106.0
Des Moines	191.0	193.5
Dubuque	62.3	62.2
Fort Dodge	29.4	NA
Iowa City	50.5	52.4
Marshalltown	26.9	NA
Mason City	30.1	NA
Ottumwa	27.4	NA
Sioux City	82.0	81.2
Waterloo	76.0	75.0

NA = not available

CLINTON, IOWA

RIGHT IN THE HEART OF MID-AMERICA



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President
Clinton Area Development Corporation
217 Fifth Avenue South, Suite 209
P.O. Drawer 229 • Clinton, Iowa 52732
(319) 242-4536

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IOWA

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Cedar Rapids	169.8	170.6
Davenport—Rock Island, Moline, IA/IL	384.0	388.7
Des Moines	338.0	377.0
Dubuque	93.7	93.7
Iowa City	81.7	85.1
Omaha, NE/IA	570.4	597.2
Sioux City, IA/NE	117.5	117.8
Waterloo—Cedar Falls	138.0	163.9

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
IOWA	207.8	40.8	10.21
Cedar Rapids	20.3	42.0	10.99
Des Moines	21.9	41.6	12.42
Dubuque	11.8	42.1	10.85
Sioux City	9.5	40.2	8.54
Waterloo—Cedar Falls	15.2	38.0	12.33

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
IOWA	1,396.6	80.5	5.8
Cedar Rapids	80.7	5.3	6.6
Des Moines	181.2	8.3	4.6
Dubuque	41.7	3.0	7.2
Sioux City	53.2	3.1	5.9
Waterloo—Cedar Falls	61.9	6.2	10.0

*Preliminary figures

State Employment Security Agency

For additional labor market information: Job Service of Iowa, 1000 E. Grand Ave., Des Moines, 50319, 515/281-5387

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Davenport Rock Island, Moline, IA/IL 3/84	Iowa** State Averages 1983
Office, professional & technical		
Clerks, payroll	10.10	5.54
Accountant	NA	7.88
Secretaries	11.63	4.83
Stenographers	(b)8.84	5.43
Switchbd opr-recept's	6.86	NA
Telephone operator	NA	4.42
Drafters V	11.44	NA
Drafter, civil	NA	6.47
Electronics technicians	(b)11.85	5.12
Computer operators	12.94	NA
Computer programmers (business)	*15.91	7.53
Maintenance & powerplant (men)		
Carpenters	(c)13.74	10.31
Electricians	(c)13.76	9.59
Engineers, stationary	(c)14.12	NA
General inspector	NA	7.78
Machinists	13.10	8.02
Mechanics (electronic)	NA	10.32
Mechanics (machinery)	(c)14.11	NA
Tool & die makers	(c)14.65	9.05
Custodial & material movement (men)		
Guards	(c)11.94	5.64
Janitors, porters & cleaners	(c)10.54	4.61
Laborers, mat'l handling	(c)10.35	6.71
Laborers, meat packing	NA	7.92
Ship & receive clerks	NA	5.82
Truckdrivers	10.27	6.68
Forklift operators	(c)11.59	NA

*Computed from available statistics
**Figures supplied by Iowa Dev. Cmsn.
(b) Nonmfg.
(c) Men & women

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	1,021.5	. . . .	. . . .
MANUFACTURING	199.9	39.7	10.09
Primary metal industries—SIC 33	7.1	42.6	12.20
Fabricated metal products—SIC 34	15.3	39.4	8.79
Machinery, except electrical—SIC 35	42.3	40.5	12.35
Electric & electronic equipment—SIC 36	19.3	38.4	9.58
Transportation equipment—SIC 37	7.2	40.5	8.11
Food & kindred products—SIC 20	43.5	39.7	9.74
Apparel & other textile prods.—SIC 23	4.1	33.8	5.76
Paper & allied products—SIC 26	3.6	40.4	8.65
Printing & publishing—SIC 27	17.4	38.3	10.44
Chemicals & allied products—SIC 28	6.5	41.8	10.88
Rubber & misc. plastics prods.—SIC 30	10.0	40.9	10.64

ENVIRONMENT CONTROLS:

Air & Water Pollution

Stephen Ballou, Exec. Dir., Water, Air & Waste Mgt., Wallace State Office Bldg., Des Moines, 50319, 515/281-8691

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ames 2 (Des Moines)
Bettendorf 1, 4 (Moline, IL)
Burlington 1, 12
Cedar Falls 2, 3 (Waterloo)
Cedar Rapids 2, 3, 10, 12, 13, 16-18, 20
Clinton 1, 2, 4, 10
Council Bluffs 1-5, 7 (Omaha, NE)
Davenport 1, 2, 5 (Moline, IL)
Des Moines 1, 4, 6-10, 13, 14, 18-21
Dubuque 1, 3, 4, 10 17
Fort Dodge 2, 3, 14, 15
Iowa City 1, 4 (Cedar Rapids)
Marshalltown 2 (Des Moines)
Mason City 2, 4, 10, 15
Ottumwa 1, 4, 10
Sioux City 1-3, 7, 10, 11
Waterloo 2, 3, 10, 11, 16-18

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Illinois Central Gulf R.R. Co.
4. Milwaukee Road
5. Missouri-Kansas-Texas R.R. Co.
6. Norfolk Southern Corp.

Airlines

7. Air Midwest
8. America West
9. American
10. American Central
11. Aspen Airways
12. Britt Airways
13. Frontier Airlines
14. Great Lakes Aviation
15. Mesaba Aviation
16. Midstate Airlines
17. Mississippi Valley
18. Ozark
19. Republic
20. TWA
21. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Ames — 1e, 4g
Bettendorf — 5eg
Burlington — 8eg
Cedar Falls — 2eg
Cedar Rapids — 4e, 5g
Clinton — 3eg
Council Bluffs — 6e, 9g
Davenport — 5eg
Des Moines — 6e, 11g
Dubuque — 3e, 9g
Fort Dodge — 5eg
Iowa City — 5eg
Marshalltown — 4eg
Mason City — 3eg
Ottumwa — 8e, 5g
Sioux City — 7eg
Waterloo — 7eg, 10g

1. Ames Electric System
   9th & Carroll, Ames 50010
2. Cedar Falls Utilities
   612 E. 12th St., Cedar Falls 50613
3. Interstate Power Co.
   1000 Main St., Dubuque 52001
4. Iowa Elec. Light & Power Co.
   Iowa Elec. Tower, 200 1st St. S.E., Cedar Rapids 52401
5. Iowa-Illinois Gas & Electric Co.
   206 E. Second St., Box 4350, Davenport 52808
6. Iowa Power & Light Co.
   666 Grand Ave., P.O. Box 657, Des Moines 50303

7. Iowa Public Service Co.
   401 Douglas St., Box 778, Sioux City
   51102
8. Iowa Southern Utilities Co.
   300 Sheridan Ave., Centerville 52544
9. Peoples Natural Gas
   25 Main Pl., Council Bluffs 51501
10. Waterloo Municipal Gas System
    104 W. 4th St., Waterloo 62298
11. Iowa Gas Co.
    P.O. Box 10410, Des Moines 50306

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	1,800	93,100
Clays	692	3,811
Gem stones	NA	1
Gypsum	1,363	13,976
Sand & gravel (construction)	12,000	34,000
Stone (crushed)	28,400	108,000
Combined value of cement (masonry), lime, peat, and stone (dimension)		8,530
Grand Total Iowa 1983		261,418

* = thousand short tons
NA = not available

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Ames	17	74	6874	792
Cedar Rapids	19	74	6671	828
Clinton	20	74	6482	872
Des Moines	19	76	6554	1019
Dubuque	16	72	7375	580
Fort Dodge	16	74	7175	785
Iowa City	20	75	6376	968
Marshalltown	17	74	7013	761
Mason City	13	72	7666	655
Sioux City	16	76	6947	940
Waterloo	14	73	7537	667

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Bailey, Jack, Dir.
Iowa Dev. Cmsn.
600 E. Court Ave.
Des Moines, 50309
515/281-3251

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Burlington
McLaury, Hugh C., Mgr.
Burlington Area Dev. Corp.
Box 1024, 52601
319/752-2320

Cedar Rapids
Caldwell, Ken, Econ. Dev. Dir.
Cedar Rapids/Marion Area
Chamber of Comm.
424 1st Ave. N.E.,
P.O. Box 4860, 52407
319/398-5317

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Glenn Ivarsen
Manager of Area Development

For more information, call or write:
Glenn Ivarsen
Iowa Public Service Company
401 Douglas Street
Sioux City, Iowa 51102
(712) 277-7710

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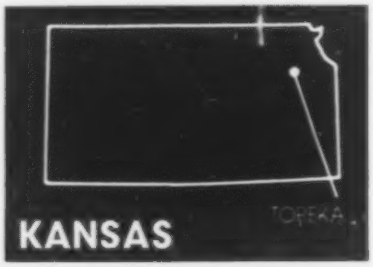
Clinton
Stapleton, Robert J., C.I.D., Exec. Dir.
Clinton Area Dev. Corp.
P.O. Box 229, 217 5th Ave.
Suite 209, 52732
319/242-4536

Davenport
Reed, Larry S., Exec. V.P.
Davenport Chamber of Comm.
404 Main St., 52801
319/322-1706

Des Moines
Threlkeld, Mark D., Econ. Dev. Dir.
Gtr. Des Moines Chamber of Comm. Federation
800 High St., 50307
515/286-4978

Sioux City
Ivarsen, Glenn
Iowa Public Service Co.
401 Douglas St., 51102
712/277-7710

Owens, Gary L., Exec. Dir.
Ind. Dev. Council of Sioux City
101 Pierce St., 51101
712/258-7577



STATE INFORMATION:

Financial assistance to industry: .

- Right-to-work law
- IRBs for land, buildings, & equip.
- Industrial job training program
- Inventory, property, & sales tax exemptions
- Income tax credits
- Enterprise zone incentives
- Foreign trade zone

Tax rates:

Corporate income tax ....4.5% plus 2.25% surtax on net income in excess of $25,000
Personal income tax 2-9%
Sales tax 3%
Real & personal property tax ..... varies locally
Franchise tax ....$20-$2,500
Gasoline tax ....$.11/gal.
Unemploy. insurance tax........0.8-5.4%

Advanced education facilities:

Four-year colleges & universities 24
Two-year or junior colleges...............23
Vocational & technical schools 16

Labor analysis:

High school graduates 28,300
Nonagri. workers in unions........15.4%

Source: **Kansas Department of Economic Development**

State Employment Security Agency

For additional labor market information: Fred Rice, Research & Analysis Section, Dept. of Human Resources, 401 Topeka Blvd., Topeka, 66603, 913/296-5058

ENVIRONMENT CONTROLS:

Air & Water Pollution

Allan Abramson, Dir., Environ. Div., Dept. of Health & Environ., Bldg. 740, Forbes Field, Topeka, 66620, 913/862-9360

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
KANSAS	2,363.2	2,430.2
Emporia	25.3	NA
Hutchinson	40.3	41.3
Kansas City	161.1	157.9
Lawrence	52.7	55.3
Leavenworth	33.7	35.2
Manhattan	32.6	NA
Olathe	37.3	42.5
Overland Park	81.8	85.3
Salina	41.8	43.0
Shawnee	29.7	NA
Topeka	115.3	119.5
Wichita	279.3	287.0

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Kansas City, MO/KS	1,327.0	1,452.0
Lawrence	67.6	70.9
Topeka	185.4	156.0
Wichita	411.3	424.7

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls. Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
KANSAS	179.4	39.8	9.38
Lawrence	4.2	NA	NA
Topeka	9.6	39.7	10.09
Wichita	56.0	43.3	9.56

NA = not available

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
KANSAS	1,207.6	56.1	4.6
Lawrence	34.4	1.2	3.4
Topeka	96.3	5.3	5.5
Wichita	229.8	12.4	5.4

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Wichita 4/84	Kansas City MO/KS 9/84
Office, professional & technical		
Clerks, payroll	8.10	8.66
Secretaries	10.13	8.31
Stenographers	(a)9.00	8.05
Switchbd opr-recept's	5.73	6.26
Drafters V	13.14	12.96
Electronic tech'ns	11.76	12.46
Computer operators	9.80	9.25
Computer programmers (business)	11.26	11.84
Maintenance & powerplant (men)		
Carpenters	(a)12.51	12.30
Electricians	12.27	13.23
Engineers, stationary	(a)12.01	13.53
Machinists	NA	13.76
Mechanics (machinery)	11.34	11.75
Tool & die makers	13.83	12.96
Custodial & material movement (men)		
Guards	10.02	10.75
Janitors, porters & cleaners	8.83	10.05
Laborers, mat'l, handling	7.24	9.11
Ship & receive clerks	8.24	8.95
Truckdrivers	9.78	10.43
Forklift operators	(a)10.73	10.84

(a) Mfg. & nonmfg. combined

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	915.5	....	....
MANUFACTURING	164.9	39.1	9.28
Primary metal industries—SIC 33	2.4	....	....
Fabricated metal products—SIC 34	10.7	37.2	7.33
Transportation equipment- SIC 37	41.9	39.7	11.52
Food & kindred products—SIC 20	24.0	40.7	8.46
Apparel & other textile prods.—SIC 23	3.5	35.1	4.76
Printing & publishing—SIC 27	16.8	....	....
Chemicals & allied products—SIC 28	7.9	....	....

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Emporia 1 (Topeka)
Hutchinson 1, 6-8
Kansas City 1-7 (Kansas City, MO)
Lawrence 1, 7, 10
Leavenworth 1-3, 7 (Kansas City, MO)
Manhattan 7, 8, 10
Olathe 1, 2 (Kansas City, MO)
Overland Park (Kansas City, MO)
Salina 1, 5, 7, 8, 10
Shawnee (Kansas City, MO)
Topeka 1, 5-8, 10, 13
Wichita 1, 2, 5, 7-9, 11, 12, 14-16

Could Your Firm Benefit From a Move?

The easiest way to find out is ask one successful suburban city what it has to offer businesses relocating there. Here's a partial list:

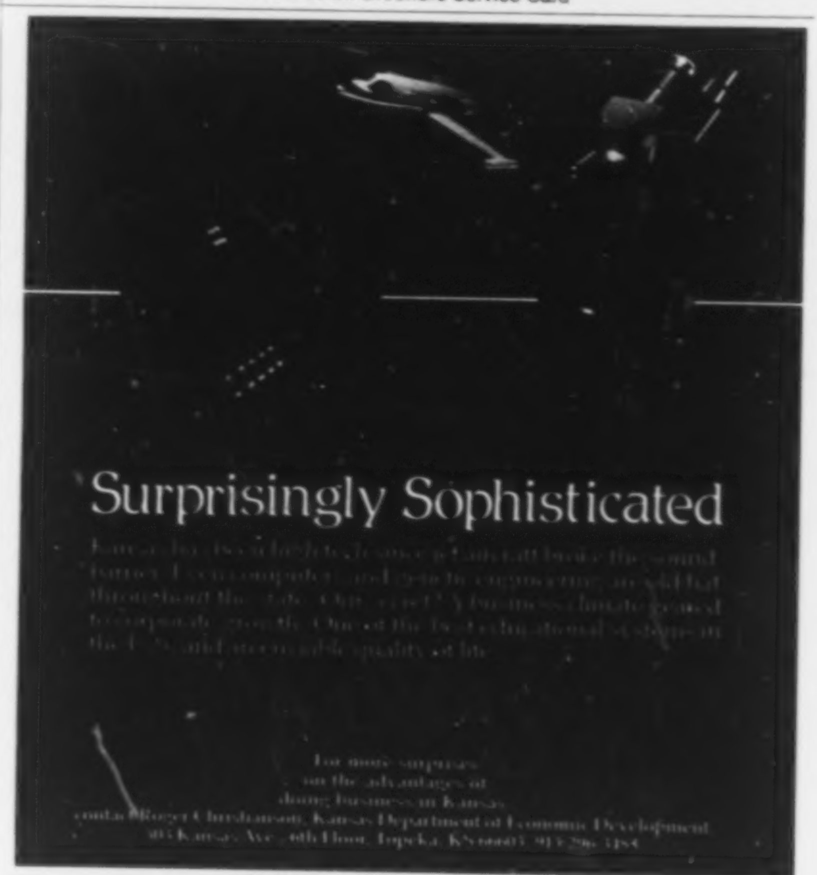
- Industrial Revenue Bond Financing
- Investment Tax Credits
- Mainline Rail Sidings on 2 Routes
- Large inventory of rail-served property
- Interstate Highway Adjacency
- Air Freight within 5 Miles
- All Educational Services
- Abundant Utilities
- Full-Service City Government
- Country Club Living

Olathe, Kansas—growth center of the Kansas City metro area—offers all these incentives, plus the many advantages of suburban living. It's one reason Olathe was the fastest growing city in the state in the 70's.

Olathe is county seat of a 270,000 population county that has ranked among the top economic counties nationally for decades. Reasons for its growth are contained in a new portfolio published by the city's Economic Development Committee—and you can obtain a copy by writing Box 768, Olathe, KS 66061. Or call Don Seifert at 913/782-2600.

OLATHE
The Kansas City Industrial Expansion Zone

Circle 88 on Brochure Service Card



Circle 90 on Brochure Service Card

CORPORATE NOTICE

FREE LAND

SALINA, KANSAS MEANS BUSINESS.

We have acres of prime industrial sites — many with utilities and buildings — and a city full of industrious people. When you build your new building and employ 25 or more people here, we'll buy your first acre* — to show you that we do mean business. Because when you make a substantial commitment to Salina, Kansas, our community will commit to making your move as beneficial for you as it is for us.

We have a land use policy that can really cut the cost of your new facility, a wide selection of sites and other "resources" you'll appreciate. Like central location with two Interstate highways, rail lines and one of the nation's larger airport facilities…two private colleges and two technical schools…an auditorium/convention center with seating for over 8,000 that draws top-name entertainment and sports…all-season recreation, parks and nearby lakes. Plus the best climate for business — in a state that ranks among the nation's ten best for building new business.

Call Gerald Cook, Director of Industrial Development, to find out how your firm can get free land to grow on.

Salina Area Chamber of Commerce
115 West Iron
Salina, Kansas 67401
Phone: (913) 827-9301

SALINA Kansas
Still Pioneering

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*Offer subject to modification or withdrawal without notice.

Circle 89 on Brochure Service Card

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Chicago & North Western System
4. Kansas City Southern Railway Co.
5. Missouri-Kansas-Texas R.R. Co.
6. St. Louis Southwestern Railway Co.
7. Union Pacific System

Airlines

8. Air Midwest
9. America West
10. Capitol Air Service
11. Continental
12. Frontier Airlines
13. Midway Airlines
14. Republic
15. TWA
16. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Emporia — 6eg
Hutchinson — 6eg, 1g, 2g
Kansas City — 3e, 2g
Lawrence — 6e
Leavenworth — 6eg, 8g
Manhattan — 6eg
Olathe — 4e, 6g, 8g
Overland Park — 4e, 2g, 8g
Salina — 6eg
Shawnee — 4e, 2g
Topeka — 6e, 2g
Wichita — 5e, 2g

1. Arkansas Louisiana Gas Co.
   525 Milam, Shreveport, LA 71151
2. Gas Service Co.
   2460 Pershing Rd., Kansas City, MO 64108
3. Kansas City Bd. of Pub. Utilities
   700 Minnesota Ave., Kansas City 66101
4. Kansas City Power & Light Co.
   1330 Baltimore Ave., Kansas City, MO 64105
5. Kansas Gas and Elec. Co.
   201 N. Market St., Box 208, Wichita 67201
6. Kansas Power & Light Co.
   818 Kansas Ave., (Box 889) Topeka 66612 (66601)
7. Kansas Public Service Co.
   110 E. 9th, Lawrence 66044
8. Union Gas System, Inc.
   122 W. Myrtle, Independence 67301

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F		Degree Days	
	Jan.	Jul.	Heating	Cooling
Lawrence	28	80	4819	1583
Leavenworth	27	79	5184	1355
Manhattan	27	80	5119	1525
Salina	27	81	5187	1566
Topeka	26	79	5319	1380
Wichita	30	81	4787	1684

WHAT'S THE LATEST PRINTOUT ON THE BEST INDUSTRIAL POSSIBILITIES?
IT ALWAYS PRINTS OUT CONCORDIA, KANSAS!
PLANT DEVELOPMENT PLANS
D. MUSICK

CONTACT: GENE R. MILLER
DIRECTOR OF ECONOMIC DEVELOPMENT
CITY HALL CONCORDIA, KANSAS
PHONE 913-243-7864 66901

Circle 86 on Brochure Service Card

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,900	99,600
Masonry	70	4,050
Clays	658	3,789
Gem stones	NA	1
Helium — mill. cubic ft.		
Crude	200	3,800
Grade-A	825	30,937
Salt (excl. brine)	1,576	61,584
Sand & gravel:		
Construction	12,500	23,500
Industrial	420	3,200
Stone:		
Crushed	13,000	46,000
Dimension	10	380
Combined value of gypsum, lime, pumice, and salt (brine)		6,606
Grand Total Kansas 1983		**283,447**

* = thousand short tons except as noted

NA = not available

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Christianson, Roger
Kansas Dept. of Econ. Dev.
503 Kansas Ave., 6th Floor
Topeka, 66603
913/296-3480

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Concordia
Miller, Gene, Econ. Dev. Dir
City Hall, 66901
913/243-7864

Kansas
Dugan, Michael A., Pres. & CEO
Kansas City Chamber of Comm.
P.O. Box 1310, 66117
913/371-3070

Lawrence
Meyers, John A., Econ. Dev. Dir.
Lawrence Chamber of Comm.
P.O. Box 581, 66044
913/843-4490

Olathe
Seifert, Don
Olathe Econ. Dev. Comm.
Box 768, 66061
913/782-2600

Salina
Salina Chamber of Comm.
115 W. Iron, 67401
913/827-9301

Topeka
Ott, Elbert E., Exec. V.P.
Gtr. Topeka Chamber of Comm.
722 Kansas Ave., 66603
913/234-2644

Wichita
Boyd, Joe E., Ind. Dev. Off.
City of Wichita
455 N. Main St., 11th Fl., 67202
316/268-4631

Danielson, Larry E., Econ. Dev. V.P.
Wichita Area Chamber of Comm.
350 W. Douglas, 67202
316/265-7771

Fox, Howard, Area Dev. Dir.
Kansas Gas & Electric Co.
P.O. Box 208, 67201
316/261-6592

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Small business loans
- Industrial development bonds
- Aid for job training
- Free trade zone

Tax rates:

Corporate income tax .... varies 6-12%
Personal income tax 1.6-16.0%
Personal property tax .....varies locally
Sales tax (on selected items)..........6%

Advanced education facilities:

Four-year colleges & universities 35
Two-year colleges 24
Vocational/technical institutes 33

Source: **Minnesota Department of Energy & Economic Development**

Environment Controls

Air & Water Pollution

Thomas Kalitowski, Exec. Dir., Minn. Pollution Control Agency, 1935 WS County Rd., B-2, St. Paul, 55113, 612/296-7373

State Employment Security Agency

For additional labor market information: Dept. of Economic Security, 390 N. Robert St., St. Paul, 55101, 612/296-6791

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1984
MINNESOTA	4,007.1	4,168.4
Blaine	28.6	NA
Bloomington	81.8	82.1
Brooklyn Center	31.2	NA
Brooklyn Park	43.3	45.7
Burnsville	35.7	NA
Coon Rapids	35.8	NA
Crystal	25.5	NA
Duluth	92.8	91.2
Edina	46.1	46.2
Fridley	30.2	NA
Mankato	28.7	NA
Maplewood	27.0	NA
Minneapolis	371.0	363.9
Minnetonka	38.7	NA
Moorhead	30.0	29.9
Plymouth	31.6	NA
Richfield	37.9	NA
Rochester	57.9	59.3
Roseville	35.8	NA
St. Cloud	42.6	44.0
St. Louis Park	42.9	42.3
St. Paul	270.2	265.7
Winona	25.1	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980 —Thousands—	Estimate 1984
*Duluth, MN/WI	266.7	264.2
Fargo—Moorhead, ND/MN	137.6	145.3
Grand Forks, ND/MN	100.9	69.1
Minneapolis—St. Paul, MN/WI	2,114.3	2,200.2
Rochester	92.0	94.2
St. Cloud	163.3	173.2

*SMSA renamed in federal government's latest revisions.

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
MINNESOTA	383.3	40.2	9.57
Duluth—Superior	4.6	39.0	10.62
Minneapolis—St. Paul	254.6	40.7	10.30
Rochester	11.2	NA	NA
St. Cloud	10.3	40.7	8.99

NA = not available

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MINNESOTA	2,205.7	122.4	5.4
Duluth—Superior	105.9	13.6	12.9
Minneapolis—St. Paul	1,226.6	53.7	4.4
Rochester	60.0	2.4	3.9
St. Cloud	80.8	5.7	7.0

*Preliminary figures

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	1,714.2	....	....
MANUFACTURING	345.0	39.7	9.56
Primary metal industries—**SIC 33**	5.4	40.6	8.82

MINNESOTA

Fabricated metal products—**SIC 34**	32.6	40.9	10.65
Machinery, except electrical—**SIC 35**	79.9	40.5	9.84
Electric & electronic equipment—**SIC 36**	25.8	40.6	8.48
Transportation equipment—**SIC 37**	5.9	40.9	10.56
Food & kindred products—**SIC 20**	45.7	38.6	8.47
Paper & allied products—**SIC 26**	32.4	43.0	10.74
Printing & publishing—**SIC 27**	36.4	35.2	10.29

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Minneapolis-St. Paul, MN/WI 1/84
Office, professional & technical	
Clerks, payroll	7.65
Secretaries	8.01
Stenographers	6.54
Switchbd opr-receptionists	5.84
Drafters V	12.36
Electronics technicians	10.90
Computer operators	8.10
Computer programmers (business)	12.06
Maintenance & powerplant (men)	
Carpenters	13.48
Electricians	14.03
Engineers, stationary	12.16
Machinists	13.51
Mechanics (machinery)	11.50
Tool & die makers	12.74
Custodial & material movement (men)	
Guards	8.93
Janitors, porters & cleaners	8.29
Laborers, material handling	8.97
Shipping & receiving clerks	9.30
Truckdrivers	12.58
Forklift operators	10.65

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designated agencies listed below. Nearest airports shown in parentheses. (M) = Minneapolis/St. Paul.

Blaine (M)
Bloomington 5 (M)
Brooklyn Center (M)
Brooklyn Park (M)
Burnsville 2 (M)
Coon Rapids (M)
Crystal 5 (M)
Duluth 1-5, 25
Edina 5 (M)
Fridley 1, 5 (M)
Mankato 2, 16
Maplewood (M)
Minneapolis 1, 2, 4-28
Minnetonka (M)
Moorhead 1 (Fargo, ND)
Plymouth (M)
Richfield 5 (M)
Rochester 2, 9, 21, 22, 25
Roseville 1 (M)
St. Cloud 1 (M)
St. Louis Park 1, 2, 4, 5 (M)
St. Paul 1, 2, 4, 5 (M)
Winona 1, 2, 4 (La Crosse, WI)

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Duluth, Missabe & Iron Range Rwy.
4. Milwaukee Road
5. Soo Line R.R. Co.

Airlines

6. Air Midwest
7. Air Wisconsin
8. American
9. American Central
10. Austin Airways
11. Bemidji Airlines
12. Continental
13. Eastern
14. Frontier Airlines
15. Great Lakes Aviation
16. Mesaba Aviation
17. Midstate Airlines
18. Midway Airlines
19. Midwest Aviation
20. Mississippi Valley
21. Northwest
22. Ozark
23. Pan American
24. People Express
25. Republic
26. United
27. USAir
28. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Blaine — 7e, 6g
Bloomington — 7e, 3g
Brooklyn Center — 7e, 3g
Brooklyn Park — 7e, 3g
Burnsville — 7e, 3g
Coon Rapids — 1e, 7e, 6g
Crystal — 7e, 3g
Duluth — 4e, 2g
Edina — 7e, 3g
Fridley — 7e, 3g
Mankato — 7e, 3g
Maplewood — 7eg
Minneapolis — 7e, 3g
Minnetonka — 7e, 3g
Moorhead — 5e, 7eg
Plymouth — 7e, 3g
Richfield — 7e, 3g
Rochester — 9e, 8g
Roseville — 7eg
St. Cloud — 7eg
St. Louis Park — 7e, 3g
St. Paul — 7eg
Winona — 7eg

1. Anoka Elec. Dept.
   2015 1st Ave. N., Anoka 55303
2. Duluth Dept. of Water & Gas
   414 W. 1st St., Duluth 55802
3. Minnegasco. Inc.
   201 S. 7th St., Minneapolis 55402
4. Minnesota Power & Light Co.
   30 W. Superior St., Duluth 55802
5. Moorhead Pub. Serv. Dept.
   P.O. Box 779, Moorhead 56560
6. North Central Public Service Co.
   1080 Montreal Ave., St. Paul 55116
7. Northern States Power Co. (Minn.)
   414 Nicollet Mall, Minneapolis 55401
8. Peoples Natural Gas Co.
   25 Main Pl., Council Bluffs, IA 51501
9. Rochester Public Utility Dept.
   506 1st Ave. N.E., Box 6057,
   Rochester 55903

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	5
Iron ore (usable)—thou. long tons, gr. wt.	31,050	1,317,000
Lime	136	4,888
Manganiferous ore	W	W
Peat	19	W
Sand & gravel:		
Construction	22,000	52,600
Industrial	650	6,200
Stone:		
Crushed	6,800	20,000
Dimension	44	14,288
Combined value of clays and values indicated by symbol W		1,112
Grand Total Minnesota 1983		**1,416,093**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Austin	12	71	7980	536
Duluth	6	65	9901	150
Rochester	11	71	8277	479
St. Cloud	7	70	8965	397
Winona	13	73	7819	653

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Callahan, Kathleen, Dpty. Cmsr.
Div. of Econ. Dev.
Minn. Dept. of Energy & Econ. Dev.
900 American Center Bldg.
150 E. Kellogg Blvd.
St. Paul, 55101
612/296-5010

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Duluth
Westin, Charles W., Exec. V.P.
Northeastern Minn. Dev. Assn.
800 Alworth Bldg., 55802
218/722-1484

Minneapolis
Wright, Richard D., Econ. Dev. Mgr.
Northern States Power Co.
414 Nicollet Mall, 55401
612/330-6724

St. Paul
Dunshee, Donald G., C.I.D., Ind. Dev. Dir.
St. Paul Port Auth.
25 W. 4th St., Ste. 1305, 55102
612/224-5686

"We certainly played our cards right."

10
J
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HOYLE
HOYLE PRODUCTS, INC.
A

L – Gerhard R. Andlinger
Chairman and Chief Executive Officer, Atwater Group
R – Paul R. Charron
President and Chief Operating Officer, Atwater Group

When Atwater Group, world's largest producer of calendars and playing cards, felt the need to relocate its Brown & Bigelow and Hoyle divisions, they could have gone anywhere in the country. A lot of cities shot a lot of attractive offers their way. But thanks to a creative relocation package — including outright purchase of their old St. Paul facility, complete financing with "A" rated industrial revenue bonds and construction supervision from the St. Paul Port Authority, they chose the Port's Riverview Industrial Park and are now happily growing with a quality work force intact in their new $16 million, 400,000 Sq. Ft. facility.

We've built and operate nine light and heavy industrial parks — a total of more than $1.2 billion in commercial and industrial facilities throughout St. Paul. Our latest venture, the 218 acre St. Paul Energy Park, has available many choice industrial sites from 1 to 22 acres in size. Imagine your new plant in a setting which includes rental and owner-occupied housing, a unique retail, hotel and health care complex and both large and small office and light manufacturing facilities both for sale or lease, all served by a central energy system for both heating and cooling. There's nothing like it in the world! Whatever St. Paul location you choose, we have the expertise to help you. **And our "A" rated bonding translates into the lowest financing rates available anywhere. We *know* how to do the job. Just ask Atwater!**

Port Authority of the City of St. Paul
25 W. Fourth St. • Suite 1305 • St. Paul, MN 55102
612-224-5686 • Toll Free 800-328-8417

Please contact me with more information.

Name and Title ______________________________
Firm ______________________________
Address ______________________________
____
Phone ______________________________

or call:
Eugene A. Kraut, C.I.D.*, Exec. Vice Pres. and General Manager
Donald G. Dunshee, C.I.D.*, Director of Industrial Development
Charles M. Towle, Industrial Development Consultant
*Certified Industrial Developer

PORT AUTHORITY OF THE CITY OF ST. PAUL

Circle 91 on Brochure Service Card

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One Thirty South Bemiston Suite 800 Saint Louis, Missouri 63105 314/721-0900

ST. LOUIS COUNTY
ECONOMIC
COUNCIL

Circle 93 on Brochure Service Card

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Tax-exempt bonds for distribution & warehouse facilities, office buildings, agricultural projects, commercial facilities
- Tax-exempt bonds for buildings, land, & equipment
- Tax-exempt bonds for pollution control
- Special financing & taxation incentives for companies expanding in certain urban areas, including enterprise zones
- Aid for job training
- Freeport law
- Tax-exempt inventories
- Economic Development Time Deposit program using inactive state funds to back bank loans to industry
- Foreign trade zones located in Kansas City & St. Louis metro. areas
- Umbrella bond financing pooling small projects
- Grants for research creating new jobs in high technology
- Corporation for Science & Technology and Innovation Centers to encourage development of scientific & technological resources

Tax rates:

- Corporate income tax 5%
- Personal income tax 1½-6%
- Personal property tax .....varies locally
- Sales tax......... 4.225% effective 7/1/85
- Inventory tax ....exempt
- Equip. & machine tax .... exempt from sales/use taxes
- Franchise tax ....1/20 of 1% of company assets
- Incorporation tax fee:
  - Domestic — $53 for the first $30,000 or less; over $30,000, $5 for every $10,000 excess
  - Foreign — $63 for the first $30,000 or less, with additional fees based on amount of property or capital based in Missouri
- Gasoline tax .... $.07 per gal.

Advanced education facilities:

- Four-year colleges & universities 57
- Two-year or junior colleges...............22
- Public area vocational schools 58

Medical facilities:

- Hospitals 127
- Clinics..NA

Labor Analysis:

- High school graduates (1983)....56,400
- Nonagri. workers in unions .... 28% in 1980 (35.7% in 1970)

Source: **Missouri Division of Community & Economic Development**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Missouri Div. of Environ. Quality, P.O. Box 1368, 2010 Missouri Blvd., Jefferson City, 65102, 314/751-3241

State Employment Security Agency

For additional labor market information: Div. of Employment Security, Dept. of Labor & Industrial Relations, P.O. Box 59, Jefferson City, 65102, 314/751-3215

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
MISSOURI	4,917.4	4,990.3
Blue Springs	25.9	NA
Cape Girardeau	34.4	NA
Columbia	62.1	64.9
Florissant	55.4	56.6
Independence	111.8	111.7
Jefferson City	33.6	NA
Joplin	38.9	39.1
Kansas City	448.2	435.5
Kirkwood	28.0	NA
Lee's Summit	28.7	NA
Raytown	31.8	NA
St. Charles	37.4	41.5
St. Joseph	76.7	75.7
St. Louis	453.1	425.6
Springfield	133.1	138.9
University City	42.7	41.0

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Columbia	100.4	105.8
Joplin	127.5	131.1
Kansas City, MO/KS	1,327.0	1,452.0
St. Joseph	101.9	86.7
St. Louis, MO/IL	2,355.3	1,812.0
Springfield	207.7	219.1

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
MISSOURI	421.4	40.3	9.44
Kansas City	117.2	41.2	10.60
St. Joseph	8.5	39.4	8.59
St. Louis	224.1	40.3	10.91
Springfield	19.8	41.8	8.22

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MISSOURI	2,373.8	140.0	5.9
Kansas City	689.8	32.1	4.6
St. Joseph	45.3	3.6	8.0
St. Louis	1,151.9	81.7	7.1
Springfield	116.6	5.4	4.6

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Kansas City MO/KS 9/84	St. Louis MO/IL 3/84
Office, professional & technical		
Clerks, payroll	8.66	7.37
Secretaries	8.31	8.89
Stenographers	8.05	*8.22
Switchbd opr-recept's	6.26	5.77
Drafters V	12.96	14.24
Electronics, tech'ns	12.46	10.39
Computer operators	9.25	8.01
Computer programmers (business)	11.84	10.69
Maintenance & powerplant (men)		
Carpenters	12.30	(c)12.83
Electricians	13.23	(c)13.47
Engineers, stationary	13.53	12.66
Machinists	13.76	13.83
Mechanics (machinery)	11.75	11.27
Tool & die makers	12.96	(c)14.49
Custodial & material movement (men)		
Guards	10.76	*10.52
Janitors, porters & cleaners	10.05	*9.60
Laborers, mat'l hdlg	9.11	9.31
Ship & receive clrks	8.95	*8.96
Truckdrivers	10.43	10.08
Forklift operators	10.84	10.74

*Computed from available statistics
(c) Men & women

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	1,917.0	. . . .	. . . .
MANUFACTURING	399.5	39.9	8.89
Primary metal industries—**SIC 33**	12.4	39.6	11.08
Fabricated metal products—**SIC 34**	27.4	41.0	9.48
Machinery, except electrical—**SIC 35**	29.8	39.7	9.62
Electric & electronic equipment—**SIC 36**	44.2	40.5	8.85
Transportation equipment—**SIC 37**	60.3	42.7	12.26
Instruments & related prods.—**SIC 38**	11.7	42.3	7.45
Food & kindred products—**SIC 20**	45.1	41.3	8.80
Paper & allied products—**SIC 26**	12.6	41.4	8.51
Paper & publishing—**SIC 27**	36.9	37.5	9.52
Chemicals & allied products—**SIC 28**	27.4	41.3	10.00

CHECK THE
Incentives
for locating
in Sedalia, Missouri

- ✓ TAX ABATEMENT
- ✓ CENTRAL LOCATION
- ✓ ENTERPRISE ZONE
- ✓ TAX CREDITS
- ✓ PLANNED SITES
- ✓ EASY FINANCING
- ✓ EMPLOYEE TRAINING
- ✓ NO STRIKE ATTITUDE
- ✓ PRODUCTIVE PEOPLE
- ✓ MARKET ACCESS

For further information, contact

SEDALIA-PETTIS COUNTY DEVELOPMENT CORPORATION

G.R. WIMMER
EXECUTIVE VICE PRESIDENT

P.O. BOX 1266
SEDALIA, MISSOURI 65301
816-827-0884

Circle 155 on Brochure Service Card

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Blue Springs 7 (Kansas City)
Cape Girardeau 2, 14, 24
Columbia 11, 16, 34, 37
Florissant (St. Louis)
Independence 7, 14 (Kansas City)
Jefferson City 14, 40, 44
Joplin 2, 8, 14, 16, 37, 40
Kansas City 1-2, 4, 6-9, 11, 12, 14-17, 19-22, 25-29, 32, 33, 35-39, 41, 43, 46-50
Kirkwood 2, 14 (St. Louis)
Lee's Summitt 14 (Kansas City)
Raytown 12 (Kansas City)
St. Charles 10,11 (St. Louis)
St. Joseph 1, 2, 4, 14 (Kansas City)
St. Louis 2-5, 7, 10-14, 16-18, 20, 23, 24, 27-31, 34-42, 44-49
Springfield 2, 14, 16, 29, 37, 40, 41
University City (St. Louis)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Chessie System Railroads
4. Chicago & North Western System
5. Conrail
6. Denver & Rio Grande Western R.R.
7. Illinois Central Gulf R.R. Co.
8. Kansas City Southern Railway Co.
9. Milwaukee Road
10. Missouri-Kansas-Texas R.R. Co.
11. Norfolk Southern Corp.
12. St. Louis Southwestern Railway Co.
13. Seaboard System Railroad
14. Union Pacific System

Airlines

15. AAA Airlines
16. Air Midwest
17. Air One
18. Allegheny Commuter
19. America West
20. American
21. American Central
22. Braniff
23. British Caledonian
24. Britt Airways
25. Capitol Air Service
26. Continental
27. Delta
28. Eastern
29. Frontier Airlines
30. Green Hills Aviation
31. Jet America Airlines
32. Midstate Airlines
33. Midway Airlines
34. Mississippi Valley
35. Northeastern Int'l
36. Northwest
37. Ozark
38. Pan American
39. Republic
40. Resort Air
41. Scheduled Skyways
42. Semo Aviation
43. Southwest Airlines
44. Trans Mo Airlines
45. TransAmerica
46. TWA
47. United
48. USAir
49. Western Airlines
50. World Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Blue Springs — 5e, 8e, 3g
Cape Girardeau — 10eg
Columbia — 1e, 10g
Florissant — 10e, 7g
Independence — 4e, 5e, 3g
Jefferson City — 10eg
Joplin — 2e, 3g
Kansas City — 5e, 8e, 3g
Kirkwood — 6e, 10e, 7g
Lee's Summit — 8e, 3g
Raytown — 5e, 8e, 3g
St. Charles — 10e
St. Joseph — 3g
St. Louis — 10e, 7g
Springfield — 9eg
University City — 10e, 7g

1. Columbia Water and Lt. Dept.
   7th & Broadway, Box N, Columbia 65205
2. Empire Dist. Electric Co.
   602 Joplin St., Joplin 64801
3. Gas Service Co.
   2460 Pershing Rd., Kansas City 64108
4. Independence Power & Lt. Dept.
   21500 E. Truman Rd., Independence 64056
5. Kansas City Power & Light Co.
   1330 Baltimore Ave., Kansas City 64105
6. Kirkwood Electric Light Dept.
   212 S. Taylor Ave., Kirkwood 63122
7. Laclede Gas Co.
   720 Olive St., St. Louis 63101
8. Missouri Public Service Co.
   10700 E. M350 Hwy., Kansas City 64138
9. Springfield City Utilities
   301 E. Central, JS Box 551, Springfield 65801
10. Union Electric Co.
    1901 Gratiot St., St. Louis 63103

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Barite	W	W
Cement:		
Portland	3,700	141,700
Masonry	150	8,500
Clays (excl. fuller's earth)	1,462	12,572
Copper — metric tons (recov. cont. of ores, etc.)	7,391	12,547
Gem stones	NA	10
Iron ore — thou. long tons	800	W
Lead — metric tons (recov. cont. of ores, etc.)	409,396	198,564
Sand & gravel:		
Construction	7,800	18,200
Industrial	660	8,200

Silver — thou. troy ozs. (recov. cont. of ores, etc.)	2,150	24,725
Stone (crushed)	45,800	140,000
Zinc — metric tons (recov. cont. of ores, etc.)	58,771	54,418
Combined value of clays (fuller's earth), iron oxide pigments (crude), lime, stone (dimension), and values indicated by symbol W		105,913
Grand Total Missouri 1983		**725,349**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company propriety data

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Columbia	28	78	5206	1269
Jefferson City	30	78	4897	1330
Joplin	33	80	4321	1628
Kansas City	26	79	5283	1333
Saint Charles	29	78	4949	1412
St. Joseph	25	79	5453	1347
St. Louis	29	79	4938	1468
Springfield	32	78	4660	1374

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Frappier, J.H., Dir.
Missouri Div. of Comm. & Econ. Dev.
P.O. Box 118
Jefferson City, 65102
314/751-2133

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Columbia
Black, Robert D., C.I.D.
Asst. Dev. Mgr.
City of Columbia
P.O. Box N, 65205
314/874-7214

Jefferson City
Hayter, William D., C.I.D.
Sales & Ind. Dev. Mgr.
Central Electric Power Coop.
2106 Jefferson St.
Box 269, 65102
314/634-2454

Joplin
Cartwright, Sam F., Gen. Mgr./Pres.
Joplin Chamber of Comm.
P.O. Box 1178, 64802
417/624-4150

Kansas City
Lee, Everett M., Area Dev. Mgr.
Mo. Public Service Co.
10700 E. 350 Hwy., 64138
816/737-9345
Monroe, James W., C.I.D., Pres.
Kansas City Area Econ. Dev. Council
600 CharterBank Center
920 Main St., 64105
816/221-2121

St. Louis
Calhoun, Douglas, Dpty. Dir.
Planned Ind. Expansion Auth.
1300 Convention Plaza, 63103
314/231-3500
Holderread, James E., Res. & Plng. Dir.
St. Louis Reg. Comm. & Growth Assn.
10 Broadway, 63102
314/231-5555
Wright, Alan T., Admin. Dir.
St. Louis Cty. Ind. Dev. Auth.
130 S. Bemiston Ave., Ste. 800, 63105
314/721-0900

Sedalia
Wimmer, G. R., Exec. V.P.
Sedalia-Pettis Cty. Dev. Corp.
P.O. Box 1266, 65301
816/827-0884

STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings, land, & equipment, including pollution control
- On-the-job training & pre-employment training program
- 100% exemption of personal property taxes on inventory
- Two Foreign Trade Zones — No. 19 Omaha, No. 59 Lincoln

Tax rates:

Corporate income tax
4.75% on first $50,000 & 6.65% over $50,000, based on federal taxable income attributable to Nebraska operations
Personal income tax
....................19% of federal tax paid
Personal property tax .....varies locally
Sales tax.......................................3½%
the cities of Bellevue, Gordon, Kimball, Lewellen, Lincoln, North Platte, Ogallala, Oshkosh, Rushville, & Sidney levy an additional 1% (Omaha levies an additional 1½%)
Sales & use tax exemption on new machinery & equipment
Gasoline tax................$.147/gal. (1984)

Advanced education facilities:

Four-year colleges & universities	19
Vocational & business schools	16

Medical facilities:

Hospitals	113 (1984)
Clinics	NA

Labor analysis:

High school graduates (1983)	19,956
Nonagri. workers in unions	18.2 (1980)

Source: **Nebraska Department of Economic Development**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Dennis Grams, Dir., Nebraska Dept. of Environ. Control, Box 94877, Lincoln, 68509, 402/471-2186

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
NEBRASKA	1,570.0	1,603.4
Grand Island	33.2	NA
Lincoln	171.9	179.9
Omaha	311.7	321.5

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Lincoln	192.9	201.8
Omaha, NE/IA	570.4	597.2
Sioux City, IA/NE	117.5	117.8

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

Employment Thousands	Weekly Hours	Hourly Earnings $
NEBRASKA		
91.0	41.4	9.06
Lincoln		
12.4	41.6	9.56
Omaha		
36.8	41.2	9.51

Unemployment

*Major Market Areas—9/84**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEBRASKA		
782.2	28.4	3.6
Lincoln		
108.9	2.8	2.6
Omaha		
292.2	13.0	4.4

*Preliminary figures

State Employment Security Agency

For additional labor market information: Division of Employment, Dept. of Labor, P.O. Box 94600, State House Station, 550 S. 16th St., Lincoln, 68509, 402/475-8451

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Omaha NE/IA 10/84
Office, professional & technical	
Clerks, payroll	7.03
Secretaries	8.18
Stenographers	NA
Switchbd opr-recept's	6.31

NEBRASKA

Drafters V	11.06
Electronics technicians	10.83
Computer operators	8.01
Computer programmer (business)	(a)12.18
Maintenance & powerplant (men)	
Carpenters (men & women)	10.73
Electricians	11.83
Engineers, stationary	10.10
Machinists	12.64
Mechanics (machinery)	10.63
Custodial & material movement (men)	
Guards	(a)3.93
Janitors, porters & cleaners	8.57
Laborers, mat'l hdlg	8.39
Shippers & receivers	8.06
Truckdrivers	8.87
Forklift operators	9.44

(a) Mfg. & nonmfg. combined

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	608.5	. . . .	. . . .
MANUFACTURING	85.0	40.3	8.75
Machinery, except electric—SIC 35	10.9	. . . .	. . . .
Electric & electronic equipment—SIC 36	8.1	. . . .	. . . .
Transportation equipment—SIC 37	4.4	. . . .	. . . .
Food & kindred products—SIC 20	24.6	40.9	9.19
Paper & allied products—SIC 26	1.6	. . . .	. . . .
Printing & publishing—SIC 27	8.1	36.7	7.92
Chemicals & allied products—SIC 28	2.5	41.6	9.29

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Grand Island 1, 6, 8, 12, 14
Lincoln 1, 5, 6, 8, 11, 14, 22
Omaha 1-22

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Illinois Central Gulf R.R. Co.
4. Milwaukee Road
5. Missouri-Kansas-Texas R.R. Co.
6. Union Pacific System

Airlines

7. AAA Air Enterprises
8. Air Midwest
9. America West
10. American
11. American Central
12. Continental
13. Eastern
14. Frontier Airlines
15. Great Lakes Aviation
16. Mesaba Aviation
17. Northwest
18. Ozark
19. Pioneer Airlines
20. Republic
21. TWA
22. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric   g = gas

Grand Island — 1e, 5g
Lincoln — 2e, 4g
Omaha — 6e, 3g

1. Grand Island Utilities
   208 N. Pine, Box 1968, Grand Island 68802
2. Lincoln Electric Sys. 1200 N St., Lincoln Box 80869, 68501
3. Metropolitan Utilities District
   1723 Harney St., Omaha 68102
4. Minnegasco Inc.
   201 S. 7th St., Minneapolis, MN 55402
5. Northwestern Pub. Service Co.
   Northwestern Nat'l Bank Bldg.
   Huron, SD 57350
6. Omaha Pub Power Dist.
   1623 Harney St., Omaha 68102

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	169	539
Sand & gravel:		
Construction	12,000	30,800
Industrial	10	150
Stone (crushed)	4,000	18,600
Combined value of cement, gem stones, and lime		42,806
Grand Total Nebraska 1983		**92,895**

* = thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Grand Island	21	77	6482	1028
Lincoln	22	79	5967	1263
Omaha	20	78	6194	1166

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Valentine, Robert Y., Dev. Div. Dir.
Nebraska Dept. of Econ. Dev.
P.O. Box 94666
301 Centennial Mall S.
Lincoln, 68509
402/471-3111

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Grand Island

Good, Richard H., Pres.
Grand Island Ind. Fdtn.
309 W. 2nd St., P.O. Box 1486, 68802
308/382-9210

Lincoln

Malloy, Patrick J., Ind. Dev. Dir.
Lincoln Chamber of Comm.
Suite 606, 1221 N St., 68508
402/476-7511

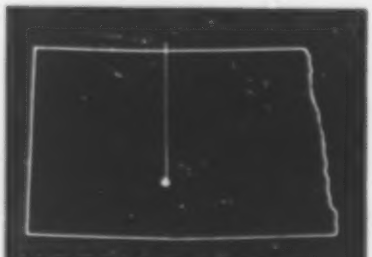
Wolkins, David E., C.I.D., Econ. Dev.
Urban Dev. Dept.
City of Lincoln
129 N. 10th, 68508
402/471-7863

Omaha

Churchill, Toby
Upland Ind. Corp.
Blackstone Centre
302 S. 36th St., 68131
402/280-4818

Gage, Tom L., C.I.D., Area Dev. Mgr.
Omaha Public Power District
1623 Harney St., 68102
402/536-4347

Moseman, Rod, Dir.
Omaha Econ. Dev. Council
1301 Harney St., 68102
402/346-5905



NORTH DAKOTA

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training

Tax rates:

Corporate income tax	graduated
Personal income tax	graduated
Personal property tax	none
Sales tax	4% (3% for farm machinery, irrigation equipment, & mobile homes)
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	11
Two-year or junior colleges	2
Vocational & business schools	41

Medical facilities:

Hospitals	57
Clinics	132

Labor analysis:

High school graduates	9,651
Mfg. workers in unions	9.3%

Source: **North Dakota Economic Development Commission**

State Employment Security Agency

For additional labor market information: Job Service North Dakota, 1000 E. Divide Ave., P.O. Box 1537, Bismarck, 58505, 701/324-3106

16 years and four plants later. . .Control Data is sold on eastern Nebraska.

Control Data chose eastern Nebraska for a manufacturing plant 16 years ago and has been growing since. Recently they completed their fourth major construction project in Omaha, the addition of a research and development center. A major reason for expanding in eastern Nebraska . . . low-cost, reliable electricity.

In Nebraska, Control Data manufactures magnetic recording media for computer disc drives. Their media plant in Omaha is one of the largest magnetic media-producing facilities in the world. Because Control Data has highly intensive electrical needs, the fact that Omaha Public Power District's commercial and industrial rates are among the lowest in the nation carried a lot of weight in site selection.

Control Data found other advantages in Nebraska . . . the central U.S. location, excellent transportation facilities, Nebraska's right-to-work law, and the exceptional work ethic of a local labor force who still return a day's work for a day's pay.

OPPD, with electric power generated from nuclear fuel and Wyoming coal, supplies electricity to Control Data, one of many growing industries in thriving eastern Nebraska.

For more facts or aerial photos of rural or metropolitan sites in OPPD's 13-county service area, write or call: Tom Gage, Manager of Area Development, OPPD, 1623 Harney Street, Omaha, Nebraska 68102, 402-536-4347.

PL-4

OPPD

Member: Mid-Continent Area Power Pool

Omaha Public Power District

Circle 94 on Brochure Service Card

ENVIRONMENT CONTROLS:

Air Pollution

Gene Christianson, Environ. Engineering, North Dakota State Health Dept., 1300 Missouri Valley Bldg., Bismarck, 58505, 701/224-2348

Water Pollution

Francis (Fritz) Schwindt, Water Supply & Pollution Control, same address as above, 701/224-2354

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
NORTH DAKOTA	652.7	687.0
Bismarck	44.5	48.8
Fargo	61.3	65.4
Grand Forks	43.8	45.8
Minot	32.8	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Bismarck	80.0	89.2
Fargo—Moorhead ND/MN	137.6	145.3
Grand Forks, ND/MN	100.9	69.1

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
NORTH DAKOTA	15.9	39.4	7.90
Fargo—Moorhead	4.9	38.7	8.31

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NORTH DAKOTA	331.6	13.1	4.0
Fargo—Moorhead	74.2	2.0	2.7

*Preliminary figures

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	249.4	....	....
MANUFACTURING	14.8	38.0	7.74
Fabricated metal products—SIC 34	0.6	....	....
Food & kindred products—SIC 20	4.4	39.2	7.58
Printing & publishing—SIC 27	2.3	32.8	7.46

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Bismarck 1-6, 8, 9
Fargo 1, 3, 5-7, 9
Grand Forks 1, 5-7
Minot 1-3, 7

Railroads

1. Burlington Northern R.R. Co.
2. Soo Line R.R. Co.

Airlines

3. Big Sky Airlines
4. Frontier
5. Northern Airways
6. Northwest
7. Republic
8. United
9. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bismarck — 1eg
Fargo — 2eg
Grand Forks — 2eg
Minot — 2e, 1g

1. Montana-Dakota Utilities Co.
   400 N. 4th St., Bismarck 58501
2. Northern States Power Co.
   414 Nicollet Mall, Minneapolis, MN 55401

NSPC — Fargo Div.
2302 Gt. Northern Dr., Fargo 58102
NSPC — Grand Forks Div.
1206 5th Ave. S., Grand Forks 58201
NSPC — Minot Div.
24 Second Ave., S.E., Minot 58701

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	2
Sand & gravel (construction)	7,000	29,000
Combined value of clays, lime, peat, and salt		7,799
Grand Total North Dakota 1983		**36,801**

* = thousand short tons
NA = not available

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Bismarck	7	70	9075	473
Fargo	4	71	9343	476
Grand Forks	2	69	9881	418
Minot	6	69	9415	423

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Melroe, Sylvan, Dir.
Econ. Dev. Cmsn.
Liberty Memorial Bldg.
Bismarck, 58505
701/224-2810

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Bismarck

Bartch, Bruce L., C.I.D., Dir.
Ind. Dev., Int'l Mktg.
N. Dak. Econ. Dev. Cmsn.
1050 E. Interstate Ave., 58505
701/224-2810

Jacobson, Gary, Staff Asst.
Basin Elec. Power Coop.
1717 E. Interstate Ave., 58501
701/223-0441 Ext. 2324

Wood, Robert E., Mgr.
Legislative & Public Affairs Dept.
Montana-Dakota Utilities Co.
400 N. 4th St., 58501
701/222-7828

Fargo

Everson, Robert F., C.I.D., Exec. Dir.
Fargo-Cass Cty. Ind. Dev. Corp.
321 N. 4th St.
P.O. Box 2443, 58108
701/237-6132

SOUTH DAKOTA

STATE INFORMATION:

Financial assistance to industry:

- No corporate tax
- No personal income tax
- No personal property tax
- No business inventory tax
- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Local property tax abatements
- Loan packaging assistance

Tax rates:

Sales tax	4% + 2% local option
Inventory tax	none
Equipment & machinery tax	none
Gasoline tax	$.13/gal.
Gasohol tax	$.09/gal.

Advanced education facilities:

Four-year colleges & universities	13
Two-year or junior colleges	1
Vocational & business schools	5

Medical Facilities:

Hospitals	59
Clinics	NA

Labor Analysis:

High school graduates	9,904
Workers in unions & employee organizations	14.7%

Source: South Dakota Department of State Development

ENVIRONMENT CONTROLS:

Air & Water Pollution

Jim Nelson, Div. Dir., Dept. of Water & Natural Resources, Joe Foss Bldg., Pierre, 57501, 605/773-3351

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
SOUTH DAKOTA	690.2	705.8
Aberdeen	26.0	NA
Rapid City	46.5	48.8
Sioux Falls	81.3	88.0

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Sioux Falls	109.4	115.5

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

Employment Thousands	Weekly Hours	Hourly Earnings $
SOUTH DAKOTA		
28.8	42.8	7.14
Sioux Falls		
8.7	46.6	6.91

NA = not available

Unemployment

*Major Market Areas—9/84**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
SOUTH DAKOTA		
343.4	12.2	3.6
Sioux Falls		
67.3	2.0	3.0

*Preliminary figures

State Employment Security Agency

For additional labor market information: Labor Market Info. Center, P.O. Box 1730, Aberdeen, 57401, 605/622-2314

Industrial Mix—1983

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
233.1	....	....
MANUFACTURING		
25.7	41.2	7.28
Food & kindred products—SIC 20		
7.7	....	....

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Aberdeen 1, 2, 6, 10
Rapid City 2, 5-7, 9-12
Sioux Falls 1-4, 6-8, 10-12

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Milwaukee Road

Airlines

4. AAA Air Enterprises
5. Continental
6. Frontier Airlines
7. Mesaba Aviation
8. Ozark
9. Pioneer Airlines
10. Republic
11. United
12. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Aberdeen — 5eg
Rapid City — 1e, 3g
Sioux Falls — 4e, 6e, 2g

1. Black Hills Power and Light Co.
   625 9th St., Box 1400, Rapid City 57709
2. Minnegasco Inc.
   201 S. 7th St., Minneapolis, MN 55402
3. Montana-Dakota Utilities Co.
   400 N. 4th St., Bismarck, ND 58501
4. Northern States Power Co.
   414 Nicollet Mall, Minneapolis, MN 55401 NSPC — Sioux Falls Div.
   500 W. Russell, Sioux Falls 57104
5. Northwestern Public Service Co.
   Northwestern Nat'l Bk. Bldg., Huron 57350
6. Sioux Falls Mun. Lt. & Pwr. Dept.
   2000 N. Minnesota Ave., Sioux Falls 57104

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	5	450
Portland	700	38,400
Clays (excl. bentonite)	92	275
Gem stones	NA	70
Gold — troy ozs. (recov. cont. of ores, etc.)	300,290	127,623
Sand & gravel (construction)	4,100	8,200
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	64	736
Stone:		
Crushed	3,300	11,400
Dimension	50	17,847
Combined value of clays (bentonite), feldspar, gypsum, lime, and mica (scrap)		5,068
Grand Total South Dakota 1983		**210,069**

* = thousand short tons except as noted
NA = not available

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Aberdeen	8	72	8570	589
Rapid City	21	73	7301	667
Sioux Falls	12	74	7885	749

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Robertson, George L., Dir.
Dept. of State Dev.
Box 6000
Pierre, 57501
605/773-5032

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Aberdeen
Engel, Calvin, Exec. V.P.
Aberdeen Dev. Corp.
P.O. Box 1179, 57401
605/229-5335

Pierre
Carriere, Allen J., C.I.D., Exec. Dir.
Pierre Area Econ. Dev.
P.O. Box 548, 300 S. High Rd., 57501
605/244-6610

Rapid City
Shelton, Wesley D., Dir.
Rapid City Area Econ. Dev.
P.O. Box 747, 57709
605/343-1880

Sioux Falls
Stenseth, David L., Pres.
Sioux Falls Dev. Fdtn.
131 E. 10th St., 57102
605/339-0103

WEST SOUTH CENTRAL

- ARKANSAS
- LOUISIANA
- OKLAHOMA
- TEXAS

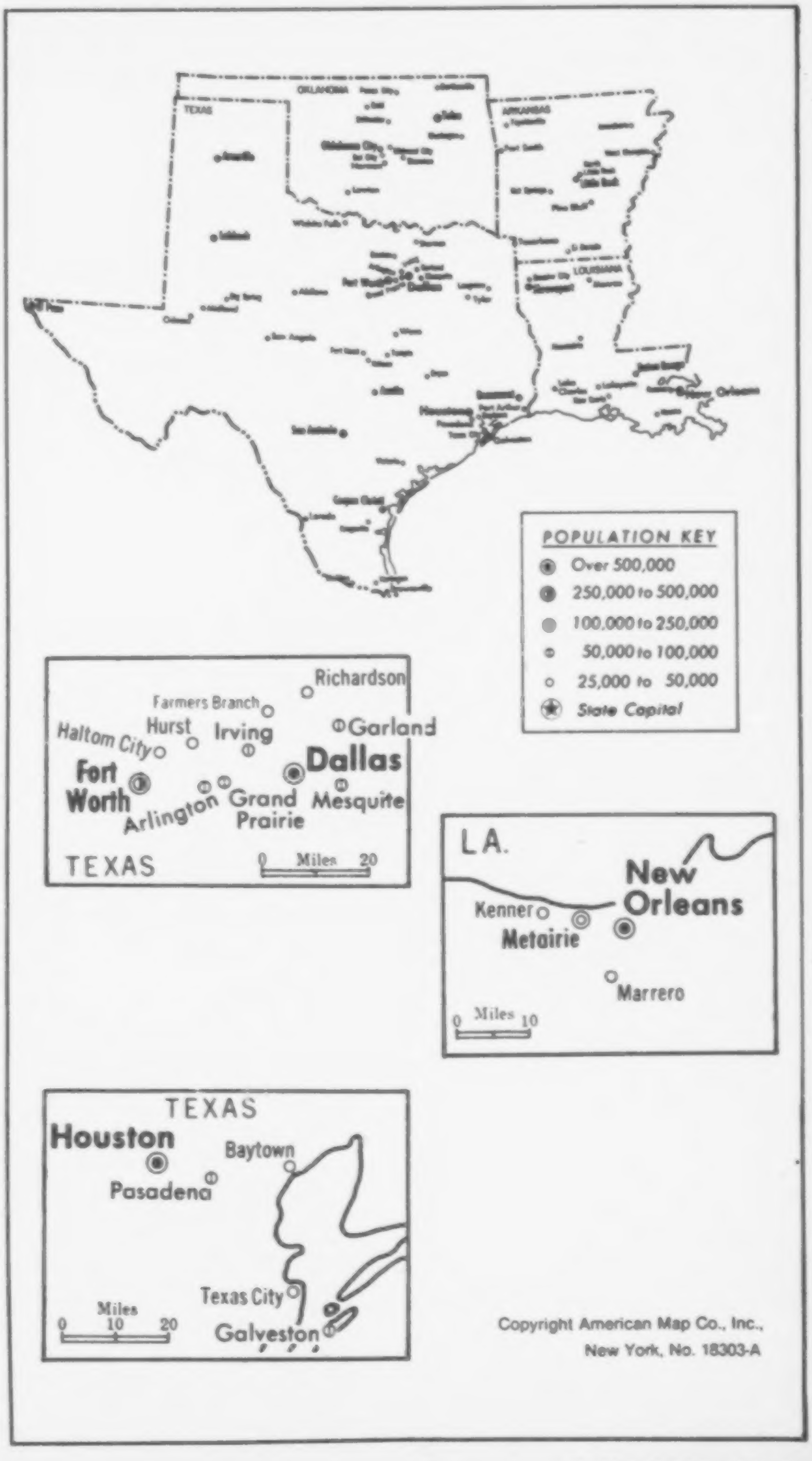
Regional Review:

By Carroll W. Andrews

Economic development is sometimes a confusing term. Although it is often a combination of development activities, one might say economic development means two chickens in every pot, or two cars in every garage; in other words, economic development is a better standard of living brought about by more dollars in circulation from the creation of new industrial jobs.

Since we're dealing with the West South Central region, how does the above description of economic development relate to what happened in the region in 1984? Interestingly enough, the industrial investment for a part of the West South Central region (northeast Texas, west Arkansas, and northwest Louisiana—the area covered by Southwestern Electric Power) was $375 million for 1984, which is 26% lower than the ten-year average. Ordinarily this should translate into fewer jobs created and thus should create a lower standard of living. In fact, though, 91 new industries were announced last year and 71 major industries were expanded. These new and expanded industries resulted in the creation of 7,600 new manufacturing jobs, a 22% increase in jobs above the ten-year average.

Taking the definition of economic development given above one step further, we can say that a better standard of living is created by more jobs *and* the resulting decrease in unemployment. To this end, each state in the region can report a reduced percent of unemployment in 1984: for the period Sept. 1983 to Sept. 1984, Arkansas went from 8.4% unemployment to 7.8%; Oklahoma from 8.3% to 6.6%; Louisiana from 11.1% to 9.4%;


OKLAHOMA
TEXAS
ARKANSAS
LOUISIANA
POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
Richardson
Farmers Branch
Hurst
Irving
Garland
Haltom City
Fort Worth
Dallas
Arlington
Grand Prairie
Mesquite
TEXAS
0 Miles 20
LA.
New Orleans
Kenner
Metairie
Marrero
0 Miles 10
TEXAS
Houston
Baytown
Pasadena
Texas City
Galveston
Miles
0 10 20

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Mr. Andrews is the manager of area development for Southwestern Electric Power Company in Shreveport, La.

and Texas from 8.6% to 5.8%. So, as of Sept. 1984, the average rate of unemployment in the region was 7.4%, matching the national average of recovery-related decreased unemployment.

High technology. In discussing the economic condition of a region, one has to turn at some point to two key economic words: high technology. The West South Central region has its share of high-technology industries. In Texas, Dallas can brag about Texas Instruments, Houston about Oil Technology, and Austin about Motorola. In Louisiana, Shreveport is home to General Motors and AT&T Consumer Products, Inc. Oklahoma City, Oklahoma, is not to be left behind: AT&T Home Computers is located there. Obviously the region has the drawing power and technological advancement to attract major corporations.

Incentives. Companies planning to relocate in the region normally contact electric power companies and state commissions when they're evaluating each state for the most suitable location. Usually any one of the four is geographically acceptable, so something has to stand out in one state to make it more attractive to the prospect. That something usually involves an industrial incentive.

What does the West South Central offer in the way of industrial incentives? For one, all four states have passed legislation giving certain economically depressed areas status as enterprise zones. This status means that the state offers developers tax incentives aimed at reducing the costs of investing and doing business in the area.

In addition, all four states offer bonds for pollution control; and Arkansas, Louisiana, and Oklahoma offer bonds for building, land, and equipment.

One economist in the region gives an outline of incentives needed to insure success of a state's development program. The five steps both prospective developers and state agencies should be aware of are as follows:

1) *International trade*—To effectively compete in the international market, look at warehousing and distributorships.

2) *Manufacturing*—Improved labor-training programs should be available to promote advanced manufacturing in the state.

3) *High technology*—To have new high-technology industries succeed, they should be encouraged to locate in established high-technology areas. Silicon Valley in California is a prime example of this.

4) *Self starters*—Financial aid and venture capital should be provided to encourage entrepreneurship.

5) *Public/private working relationships*—When new business is brought to an area, a connection between the public and private sector is needed. To encourage this the public sector should ready streets and utilities and develop other infrastructure programs.

Problems in 1984. The four-state area has historically been dependent on oil and gas. Following the 1973 energy crunch, the demand on these facilities was tremendous, but the industry rallied and met the national and international demand. Today, however, there are uncertainties and surpluses. International oil prices have begun sliding to as low as $7 per barrel, and that has put future wells virtually on hold. Petrochemical plants are aging, and EPA requirements are increasing—all sending the region's economic trend downward. The active drilling rigs had slightly strengthened as 1984 drew to a close, but then they usually do at year-end.

To offset this economic factor, the region has a significant number of manufacturing and corporate offices. A diversified, healthy manufacturing base maintains a constant economic base, thus eliminating peaks and valleys in the economy from business start-ups and close-downs.

Although manufacturing is healthy in the region, one must look at oil, gas, and petrochemicals as major factors in evaluating 1984 conditions and predicting future conditions.

1985. Housing has to a be a major economic factor in 1985 for the West South Central area of over 30 million people. Bankers are mixed on falling interest rates, but if they hold or decline in 1985, housing starts will definitely increase. Manufactured, modular, and mobile housing will play a major role in the housing market; it's predicted to exceed 5% of the total market. This industry is gearing up to accommodate future needs, which should spur other industry in the region.

To look ahead through 1985, for the region as a whole, and for the 25,000-square-mile area of Southwestern Electric Power Company's territory in particular, I maintain there will be a record level of new and expanded industry announcements, high-technology and otherwise.

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STATE INFORMATION:

Financial assistance to industry:

Tax incentives
Bonds for pollution control
Bonds for buildings, land, & equip.
State guarantee for $1 million in bonds
Aid for job training
"Free Port" law
Foreign Trade Zone on Arkansas River

Tax rates:

Corporate income tax	1%-6% over $25,000 net
Personal income tax	1%-7% over $25,000
Property tax	Average $15.95 per $1000 market value
Sales tax	4%
Exemptions for mfg. equipment	
Inventory tax (excluding "Free Port" items)	$15.40/M
Franchise & incorp. tax	$1.10/M
Gasoline tax	$.095/gal.
Gasohol	exempt from state tax

Advanced education facilities:

Four-year colleges & universities	17
Two-year or junior colleges	12
Vocational & business schools	30

Medical facilities:

Hospitals	125 all inclusive
Clinics	NA

Labor analysis:

High school graduates (1982-83)	28,410
Mfg. workers in unions	16%

Source: **Arkansas Industrial Development Commission** 501/371-2052

ENVIRONMENT CONTROLS:

Air Pollution

Wilson Tolefree, Air Div. Chief, Dept. of Pollution Control & Ecology, 8001 National Dr., Little Rock, 72209, 501/562-7444

Water Pollution

James Shell, Water Div. Chief, (same address and phone as above)

State Employment Security Agency

For additional labor market information: Employment Security Division, ESD Bldg., Capitol Mall, Little Rock, 72201, 501/371-2121

ARKANSAS

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
ARKANSAS	2,285.5	2,350.1
El Dorado	26.7	NA
Fayetteville	36.6	37.2
Fort Smith	71.4	73.7
Hot Springs	35.2	NA
Jacksonville	27.6	28.6
Jonesboro	31.5	NA
Little Rock	158.5	176.8
North Little Rock	64.4	66.1
Pine Bluff	56.6	55.6
Springdale	NA	25.2
Texarkana*	52.8	55.0
West Memphis	28.1	27.6

NA = not available
*Texarkana is a two-state city. Total includes both AR and TX.

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Fayetteville—Springdale	177.9	104.6
Fort Smith, AR/OK	203.3	173.2
Little Rock—North Little Rock	393.5	494.9
Memphis, TN/AR/MS	912.9	920.4
Pine Bluff	90.7	89.4
Texarkana, TX/AR	127.0	118.4

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Memphis, TN/AR/MS 11/82
Office, professional & technical	
Clerks, payroll	6.62
Secretaries	6.85
Stenographers	(b)8.48
Switchbd opr-recept's	5.56
Drafters	8.41
Electronics technicians	(a)8.55
Computer operators	7.81
Computer programmers (business)	9.54
Maintenance & powerplant (men)	
Carpenters	(a)10.50
Electricians	11.62
Engineers, stationary	11.46
Machinists	10.56
Mechanics (machinery)	10.84
Tool & die makers	11.10
Custodial & material movement (men)	
Guards & watchmen	*5.90
Janitors, porters & cleaners	*5.96
Laborers, mat'l handling	5.15
Shipping & receiving clerks	6.63
Truckdrivers	6.96
Forklift operators	8.29

*Computed from available statistics
(a) Mfg. & nonmfg.

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	740.0	....	....
MANUFACTURING	199.6	40.1	7.05
Primary metal industries—SIC 33	6.5	40.8	8.49
Fabricated metal products—SIC 34	13.5	40.3	6.98
Machinery, except electrical—SIC 35	12.6	40.4	7.27
Electric & electronic equipment—SIC 36	24.4	41.4	7.49
Transportation equipment—SIC 37	6.4	42.0	7.30
Food & kindred products—SIC 20	35.9	38.2	5.83
Textile mill products—SIC 22	3.4	40.9	6.50
Apparel & other textile prods.—SIC 23	10.3	37.2	5.00
Paper & allied products—SIC 26	12.5	42.1	10.91
Printing & publishing—SIC 27	9.5	38.5	7.25
Chemicals & allied products—SIC 28	6.3	39.6	10.72
Rubber & misc. plastics prods.—SIC 30	8.8	40.4	7.60

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
ARKANSAS	213.2	40.7	7.44
Fayetteville—Springdale	20.4	41.3	6.69
Fort Smith	23.8	41.9	7.72
Little Rock—North Little Rock	26.6	40.9	8.45
Pine Bluff	5.4	41.9	9.55

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ARKANSAS	1,059.1	82.5	7.8
Fayetteville—Springdale	87.3	4.3	4.9
Fort Smith	93.5	7.3	7.8
Little Rock—North Little Rock	203.7	12.8	6.3
Pine Bluff	38.5	3.4	8.9

*Preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airport shown in parentheses.

El Dorado 5, 14
Fayetteville 1, 10, 12, 14
Fort Smith 1, 2, 5, 10, 12, 14
Hot Springs 5, 8
Jacksonville 5 (Little Rock)
Jonesboro 1, 4, 5, 12
Little Rock 3-5, 7, 9, 11-13, 15, 16
North Little Rock 4, 5 (Little Rock)
Pine Bluff 3-5 (Little Rock)
Texarkana 2, 4-6, 9, 12
West Memphis 1, 4, 5 (Memphis, TN)

Railroads

1. Burlington Northern R.R. Co.
2. Kansas City Southern Railway Co.
3. Norfolk Southern Corp.
4. St. Louis Southwestern Railway Co.
5. Union Pacific System

Airlines

6. Air Spirit
7. American
8. Colgan Airways
9. Delta
10. Metroflight Airlines
11. Northeastern Int'l
12. Scheduled Skyways
13. Southwest Airlines
14. Sunbelt Airlines
15. TWA
16. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

El Dorado — 2e
Fayetteville — 7e, 3g
Fort Smith — 6e, 1g
Hot Springs — 2e
Jacksonville — 2e
Jonesboro — 4e
Little Rock — 2e
North Little Rock — 5e
Pine Bluff — 2e
Texarkana — 7e
West Memphis — 8e

1. Arkansas Oklahoma Gas Corp.
   115 N. 12th St., Fort Smith 72901
2. Arkansas Power & Light Co.
   P.O. Box 551, Little Rock 72203
3. Arkansas Western Gas Co.
   1001 Sain St., Fayetteville 72701
4. Jonesboro Water & Lt. Plant
   400 E. Monroe, Box 1289 Jonesboro 72401
5. North Little Rock Electric Dept.
   800 Main St., Box 159, North Little Rock 72115
6. Oklahoma Gas & Electric Co.
   321 N. Harvey Ave., Oklahoma City, OK 73101
7. Southwestern Electric Power Co.
   428 Travis St., Box 21106
   Shreveport, LA 71156
8. West Memphis Utility Dept.
   604 E. Cooper, Box 1868, West Memphis, 72301

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
El Dorado	43	82	2755	2109
Fayetteville	35	78	4174	1366
Fort Smith	38	82	3477	1969
Hot Springs	41	82	2932	2147
Jonesboro	38	82	3521	1946
Little Rock	40	82	3152	2045
Pine Bluff	43	83	2729	2272

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Abrasives	941	538
Clays	676	2,022
Gem stones	NA	200
Sand & gravel:		
Construction	7,100	20,400
Industrial	750	10,200
Stone:		
Crushed	12,500	51,000
Dimension	6	450
Combined value of bauxite, bromine, cement, gypsum, lime, talc, tripoli, and vanadium		167,469
Grand Total Arkansas 1983		**252,279**

* = thousand short tons
NA = not available

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Harrington, A. David, Exec. Dir.
Arkansas Ind. Dev. Cmsn.
One State Capitol Mall
Little Rock, 72201
501/371-2052

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Fort Smith

Guthrie, John, Exec. Dir.
Western Ark. Plng. & Dev. Dist., Inc.
523 Garrison Ave., 72901
501/285-2651

Little Rock

Bush, Alton, C.I.D., Ind. Dev. Cslr.
Ark. Power & Light Co.
P.O. Box 551, 72203
501/371-4326

Fleming, O. Nolan, C.I.D.
Econ. & Ind. Dev. Dir.
Gtr. Little Rock Chamber of Comm.
1 Spring St., 72201-2486
501/374-4871

Maulden, Jerry L., Pres. & CEO
Ark. Power & Light Co.
P.O. Box 551, 72203
501/371-4015

Pine Bluff

Gieringer, Wallace A., C.I.D., Pres.
Jefferson Cty. Ind. Fdtn.
P.O. Box 6866, 71611
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- Tax exemptions
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- Bonds for pollution control
- Free pre-employment training
- Energy conservation
- Enterprise zones

Tax rates:

Corporate income tax 4%-8%
8% after $200,000 of La. earnings. Federal income tax is deductible for calculating state income tax, therefore cutting effective state tax rate by one half.
Personal income tax 2%-4%
Sales tax 4%
Franchise and incorp. tax $1.50/M
Gasoline tax .... $.16/gal.

ARKANSAS

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Arkansas Industrial Development Commission
One State Capitol Mall Little Rock, Arkansas 72201
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LOUISIANA

Advanced education facilities:

Four-year colleges & universities	28
Two-year or junior colleges	6
Vocational & technical schools	53

Medical facilities:

Hospitals	164

Labor analysis:

High school graduates	47,019
Mfg. workers in unions (non-agri.)	16.2%

Source: Louisiana Office of Commerce and Industry

ENVIRONMENT CONTROLS:

Patricia L. Norton, Sec'y, Dept. of Environ. Quality, P.O. Box 44066, Baton Rouge, 70804, 504/342-1265

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
LOUISIANA	4,204.0	4,471.7
Alexandria	51.6	54.8
Baton Rouge	220.0	245.6
Bossier City	50.0	54.8
Houma	32.6	36.0
Kenner	66.4	71.2
Lafayette	82.0	91.5
Lake Charles	75.0	78.1
Monroe	57.6	58.4
New Iberia	32.7	NA
New Orleans	557.5	563.1
Shreveport	206.0	214.3
Slidell	27.0	31.8

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Alexandria	152.0	142.2
Baton Rouge	494.0	543.5
Houma—Thibodaux	NA	191.6
Lafayette	150.0	213.8
Lake Charles	167.0	177.0
Monroe	139.2	146.7
New Orleans	1,186.7	1,330.5
Shreveport	376.6	349.7

NA = not available

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

Employment Thousands	Weekly Hours	Hourly Earnings $
LOUISIANA		
183.0	41.5	10.08
Alexandria		
5.8	NA	NA
Baton Rouge		
22.0	42.8	11.51
Lafayette		
3.9	NA	NA
Lake Charles		
9.0	NA	NA
Monroe		
7.1	NA	NA
New Orleans		
39.8	40.8	9.19
Shreveport		
26.2	40.0	9.71

NA = not available

Unemployment

*Major Market Areas—9/84**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
LOUISIANA		
1,983.6	185.6	9.4
Alexandria		
79.9	7.4	9.3
Baton Rouge		
253.0	21.0	8.3
Lafayette		
98.2	5.9	6.0
Lake Charles		
75.2	10.1	13.5
Monroe		
59.8	5.5	9.1
New Orleans		
542.6	49.2	9.1
Shreveport		
174.4	12.9	7.4

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	New Orleans 10/84
Office, professional & technical	
Clerks, payroll	*7.49
Secretaries	8.52
Stenographers	(a)8.59
Switchbd opr-receptionists	6.00
Drafters	9.75
Electronics technicians	12.58
Computer operators	7.86
Computer programmers (business)	(a)12.15
Maintenance & powerplant (men)	
Carpenters	(a)10.81
Electricians	12.77
Engineers, stationary	13.77
Machinists	13.78
Mechanics (machinery)	12.79
Custodial & material movement (men)	
Guards	6.75
Janitors, porters & cleaners	7.23
Laborers, material handling	6.69
Shipping & receiving clks	NA
Truckdrivers	8.77
Forklift operators	7.69

*Computed from available statistics
(a) Mfg. & nonmfg.
NA = not available

Industrial Mix—1983

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
1,564.1	....	....
MANUFACTURING		
179.8	40.0	9.79
Primary metal industries—SIC 33		
3.6	....	....
Fabricated metal products—SIC 34		
13.6	40.2	9.35
Machinery, except electrical—SIC 35		
9.8	40.5	9.36
Electrical equip. & supplies—SIC 36		
8.2	39.4	9.92
Transportation equipment—SIC 37		
21.0	38.7	9.87
Food & kindred products—SIC 20		
23.6	37.0	6.82
Apparel & other textile prods.—SIC 23		
8.2	38.5	4.36
Paper & allied products—SIC 26		
11.6	43.2	11.99
Printing & publishing—SIC 27		
9.7	37.5	8.70
Chemicals & allied products—SIC 28		
30.3	42.7	14.90

State Employment Security Agency

For additional labor market information: Dept. of Employment Security, Employment Security Bldg., 1001 N. 23rd St., P.O. Box 44094, Capitol Station, Baton Rouge, 70804, 504/342-3111

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

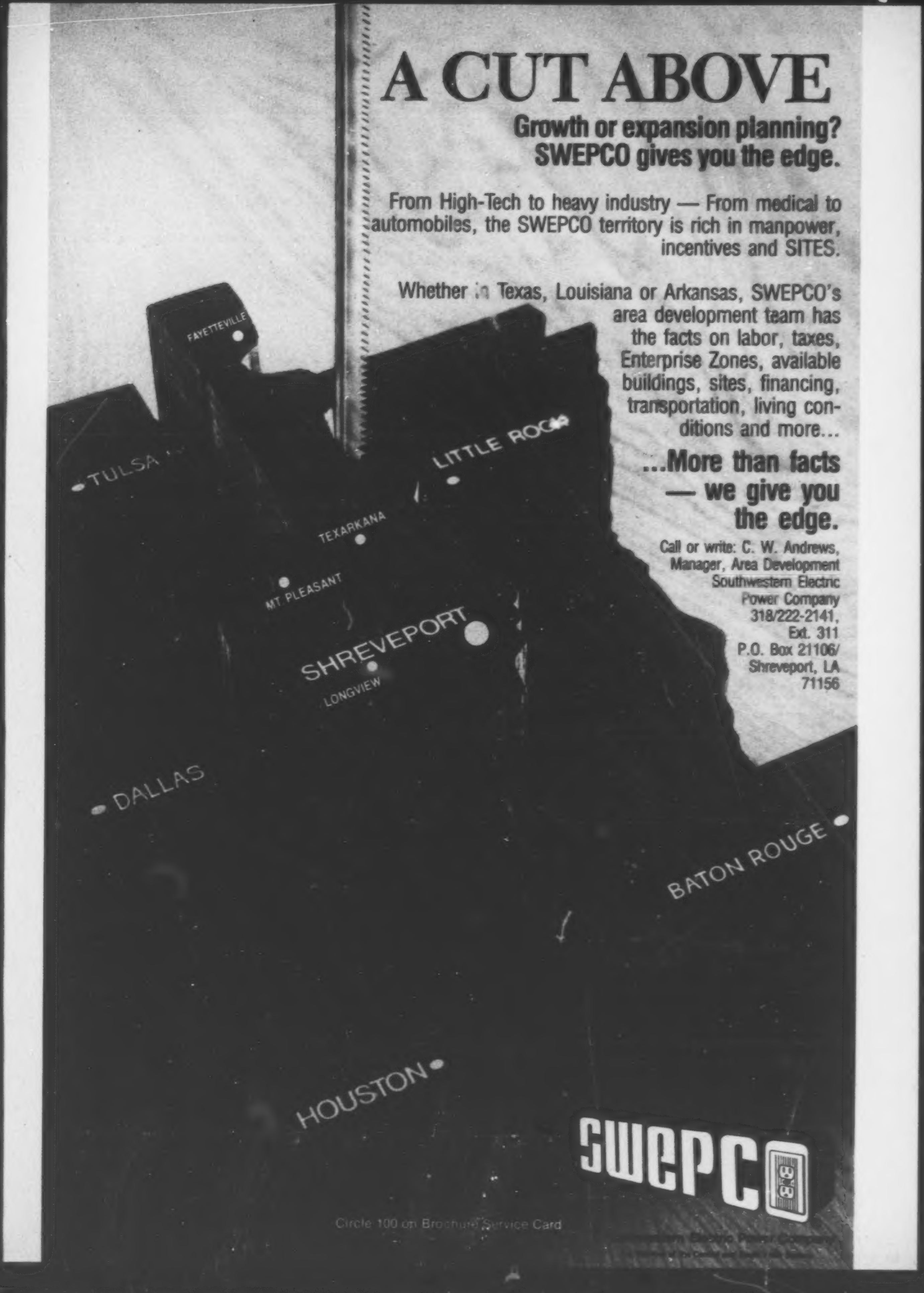
Alexandria 3, 7, 8, 12, 13, 28
Baton Rouge 2, 3, 8, 9, 13, 14, 27, 28
Bossier City 2, 3, 5, 7 (Shreveport)
Houma 7 (New Orleans)
Kenner 2, 3 (New Orleans)
Lafayette 7, 13, 18, 28
Lake Charles 3, 7, 8, 13, 15, 28
Monroe 1, 2, 8, 14, 27, 28
New Iberia 7 (Lafayette)
New Orleans 2-4, 6-11, 13-17, 19-36
Shreveport 2, 3, 5, 7-9, 13, 14, 28
Slidell 2, 4 (New Orleans)

Railroads

1. Arkansas & Louisiana Missouri Rwy.
2. Illinois Central Gulf R.R. Co.
3. Kansas City Southern Railway Co.
4. Norfolk Southern Corp.
5. St. Louis Southwestern Co.
6. Seaboard System Railroad
7. Southern Pacific Transportation Co.

Airlines

8. Air New Orleans
9. American
10. Aviateca
11. Braniff
12. Chaparral Airlines
13. Continental
14. Delta
15. Eastern
16. Flight Line
17. Lacsa
18. Metroflight Airlines
19. Muse Air
20. New York Air
21. Northeastern Int'l
22. Northwest
23. Ozark
24. Pan Am
25. Piedmont
26. Provincetown-Boston
27. Republic
28. Royale Airlines
29. Sahsa
30. Southwest Airlines


FAYETTEVILLE
TULSA
LITTLE ROCK
TEXARKANA
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From High-Tech to heavy industry — From medical to automobiles, the SWEPCO territory is rich in manpower, incentives and SITES.

Whether in Texas, Louisiana or Arkansas, SWEPCO's area development team has the facts on labor, taxes, Enterprise Zones, available buildings, sites, financing, transportation, living conditions and more...

...More than facts — we give you the edge.

Call or write: C. W. Andrews,
Manager, Area Development
Southwestern Electric
Power Company
318/222-2141,
Ext. 311
P.O. Box 21106/
Shreveport, LA
71156

Circle 100 on Brochure Service Card

Southwestern Electric Power Company
[illegible]

THE HUMAN FACTOR.

A lot of states have statistics to show you why you should locate there. And so do we. But we also offer you the human factor. Facts—case histories—that will document for you the attitudes of the industries that have moved to Louisiana.

The Worker Attitude. How do the employees of the industries that moved here three or four years ago feel? How do their families feel? What about the quality of life for your executives and middle management people?

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The Legislative Attitude. Job training programs? Tax incentives? Other ways legislation can improve the incentive for industrial prospects?

We have the answers in actual testimonials from upper and middle management on their professional and personal experiences. We think that when you see them it could influence your decision to locate in Louisiana.

For confidential information contact: Michael O'Hara, P.E., Area and Industrial Development Manager, Louisiana Power & Light Company, Box 6008, 142 Delaronde Street, New Orleans, Louisiana 70174 (504) 363-8801.

WE'LL GIVE YOU PROOF THAT IT WORKS.

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31. Sunbelt Airlines
32. Taca
33. TWA
34. United
35. USAir
36. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alexandria — 2e, 1g, 9g
Baton Rouge — 5e, 8g
Bossier City — 12e
Houma — 6eg, 13g
Kenner — 10e, 8g
Lafayette — 7e, 9g, 14g
Lake Charles — 5e, 4g
Monroe — 10e, 8g
New Iberia — 3e, 4g
New Orleans — 10e, 11eg
Shreveport — 12e
Slidell City — 3e, 8g

1. Alexandria Gas Dept.
   911 Casson St., Alexandria 71301
2. Alexandria Util. Div.
   City Hall, P.O. Box 71, Alexandria 71301
3. Central Louisiana Electric Co., Inc.
   415 Main St., Pineville 71360
4. Entex Inc.
   P.O. Box 2628, Houston, TX 77001
5. Gulf States Utilities Co.
   5755 Choctaw Dr., Baton Rouge 70805
6. Houma Municipal Gas System, Light & Water
   Box 6097, Houma 70361
7. Lafayette Utilities System
   Box 4017-C, Lafayette 70502
8. Louisiana Gas Service Co.
   P.O. Box 433, Harvey 70059
9. Louisiana Intrastate Gas Corp.
   P.O. Box 1352, Alexandria 71301
10. Louisiana Power & Light Co.
    142 Delaronde St., New Orleans 70174
11. New Orleans Public Service, Inc.
    317 Baronne St., New Orleans 70160

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Alexandria	48	83	1961	2521
Baton Rouge	51	82	1673	2605
Houma	54	82	1315	2755
Lafayette	52	82	1560	2675
Lake Charles	52	82	1579	2682
Monroe	45	82	2404	2340
Shreveport	46	83	2269	2444

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	741	7,016
Gem stones	NA	1
Salt	9,341	93,456
Sand & gravel:		
Construction	15,000	43,000
Industrial	280	3,700

Pictured with Cajun delicacies are Chef's Michael Hall, Patrick Mould and Joseph Gonsoulin, gold medal winners of the Culinary Classic, held by Les Chefs des Cuisines de Acadiana.

A Cajun Recipe For Success

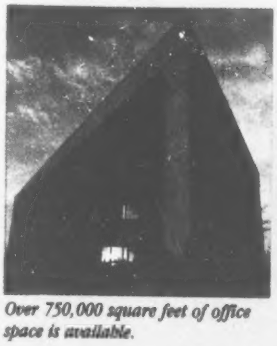
Lafayette, Louisiana

Spicy, flavorful Cajun cuisine has tempted palates across the nation. Everyone wants 'something Cajun!' Yet there is something else Cajun Country possesses — Lafayette's recipe for success, and it's being discovered by companies everywhere.

Lafayette has a variety of industrial and business parks to keep your business cookin', two publicly owned: Southpark, fully-developed for light manufacturing and distribution; and Northpark, for advanced technology companies, indicating Lafayette's emergence as the South's 'Silicon Bayou℠'. Excellent secondary and high school programs offer vocational-technical and honor curriculums, preparing many for the University of Southwestern Louisiana, the state's second largest university. Multi-modal routes coupled with a mild climate assure accessible transportation and at the junction of Interstate 10 and I-49, Lafayette is midway between New Orleans and Houston. Individual state income tax, property tax rates and energy costs are among the lowest in the nation.

There are over 16,000 students currently enrolled at USL.

In two years Southpark Industrial Park nearly doubled in size.



Over 750,000 square feet of office space is available.

Mardi Gras madness is celebrated by hundreds of thousands.

If you want to know all the advantages of prospering in Cajun Country, contact the LHTIDD, a publicly funded organization. Try our Cajun recipe for success, it's seasoned just right.

Lafayette Harbor, Terminal and
Industrial Development District
804 East St. Mary Boulevard
P.O. Drawer 51307, Lafayette,
La. 70505
(318) 233-2705

Circle 150 on Brochure Service Card

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for Any Business State of Mind.

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☐ Medical and Surgical Instruments
☐ Plastic Products Manufacturing
☐ Machinery and Transportation Equipment Manufacturing
☐ General Manufacturing and Related Activities
☐ Data Processing and Administrative Activities
☐ Research and Development Activities

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That's Tulsa. As in Oklahoma. A progressive place to state your business.

TULSA

An Analysis of The Tulsa Area
Electronic Components and Instruments

Circle 104 on Brochure Service Card

Sulfur — thou. metric tons (Frasch)	1,528	W
Combined value of cement, gypsum, lime, stone (crushed), and values indicated by symbol W		280,841
Grand Total Louisiana 1983		**428,014**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Hackett, William T., Asst. Sec'y
Louisiana Off. of Comm. & Ind.
P.O. Box 94185
Baton Rouge, 70804-9185
504/342-5361

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Alexandria

LeBlanc, William R., Econ. Dev. Dir.
Kisatchie Delta Reg. Plng. & Dev. Dist., Inc.
P.O. Box 8076
1220 MacArthur Dr., 71301
318/487-5454

Baton Rouge

Barnes, John H., Exec. Dir.
Capital Econ. Dev. Dist. Council, Inc.
4864 Constitution Ave.
Suite 2-A, 70808
504/926-4371

Duncan, Warren W., Sr. V.P.
Capital Bank & Trust Co.
P.O. Box 2710, 70821
504/927-1220

Little, William B., C.I.D., Exec. V.P.
Baton Rouge Area Chamber of Comm.
P.O. Box 1868, 70821
504/387-1400

Lafayette

Thomas, Ralph U., Exec. Dir.
Lafayette Harbor Terminal & Ind. Dev. Dist.
P.O. Drawer 51307, 70505
318/233-2705

Monroe

Luke, Miles K., C.I.D., Exec. Dir.
Ind. Dev. Board of N.E. La.
141 DeSiard St., Suite 511, 71201
318/387-0787

New Orleans

Braun, Brenda S., Econ. Dev. Dir.
City of New Orleans
1300 Perdido St.
Rm. 8E04, 70112
504/586-4790

Mellin, Gilbert M., V.P. & Econ.
Whitney National Bank
P.O. Box 61260, 70161
504/586-7239

Shreveport

Andrews, C. W., Area Dev. Mgr.
Southwestern Electric Power Co.
P.O. Box 21106, 71156
318/222-2141

Loveless, Roland A., Dir.
Shreveport Econ. Dev. Fdtn.
Box 20074, 71120
318/226-8521

O'Hara, Michael, Area & Ind. Dev. Mgr.
Louisiana Power & Light Co.
Box 6008, 142 Delaronde St., 70174
504/363-8801

Bryan, Rex, C.I.D., Econ. Dev. V.P.
First National Bank
400 Texas
P.O. Box 21116, 71154
318/226-2346

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings, land, & equip.
- Bonds for pollution control
- Aid for job training

Tax rates:

Corporate income tax	4%
Personal income tax	6% maximum
Property tax	no state property tax
Local property tax	averages $1.02 per $100 of fair cash value
Sales tax	3%
Inventory tax	(see property tax)
Franchise & incorporation tax	$1.25/M; $20,000 maximum
Gasoline tax	9¢/gal.

Advanced education facilities:

Four-year colleges & universities	24
Two-year or junior colleges	19
Vocational & business schools	40

Medical facilities:

Hospitals	142
Clinics	NA

Labor analysis:

High school graduates	35,254
Mfg. workers in unions	15.3%

Source: **Oklahoma Dept. of Economic Development**

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
OKLAHOMA	3,025.3	3,345.6
Bartlesville	34.6	NA
Broken Arrow	35.8	NA
Del City	28.4	NA
Edmond	34.6	NA
Enid	50.4	54.4
Lawton	80.1	83.8
Midwest City	49.6	52.7
Moore	35.1	NA
Muskogee	40.0	42.9
Norman	68.0	79.3
Oklahoma City	403.2	429.2
Ponca City	26.2	NA

Shawnee	26.5	30.5
Stillwater	38.3	NA
Tulsa	360.9	385.3

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Enid	62.8	67.8
Fort Smith, AR/OK	203.3	173.2
Lawton	112.5	116.9
Oklahoma City	834.1	954.6
Tulsa	689.6	733.6

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
OKLAHOMA	177.1	40.9	9.83
Enid	2.0	NA	NA
Lawton	3.5	NA	NA
Oklahoma City	54.4	40.6	10.23
Tulsa	55.9	40.7	10.53

NA = not available

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
OKLAHOMA	1,590.2	104.5	6.6
Enid	32.0	1.9	5.9
Lawton	41.0	2.4	6.0
Oklahoma City	502.0	26.0	5.2
Tulsa	376.9	26.3	7.0

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Security Cmsn., Will Rogers Memorial Office Bldg., Oklahoma City, 73105, 405/521-3735

ENVIRONMENT CONTROLS:

Air Pollution

Dpty. Cmsr., Environ. Health Services, 10th & Stonewall, Oklahoma City, 73105, 405/271-4468

Water Pollution

Dpty. Cmsr., Environ. Health Services Dir., Oklahoma Water Quality Service, (same address and phone as above)

Solid & Industrial Waste

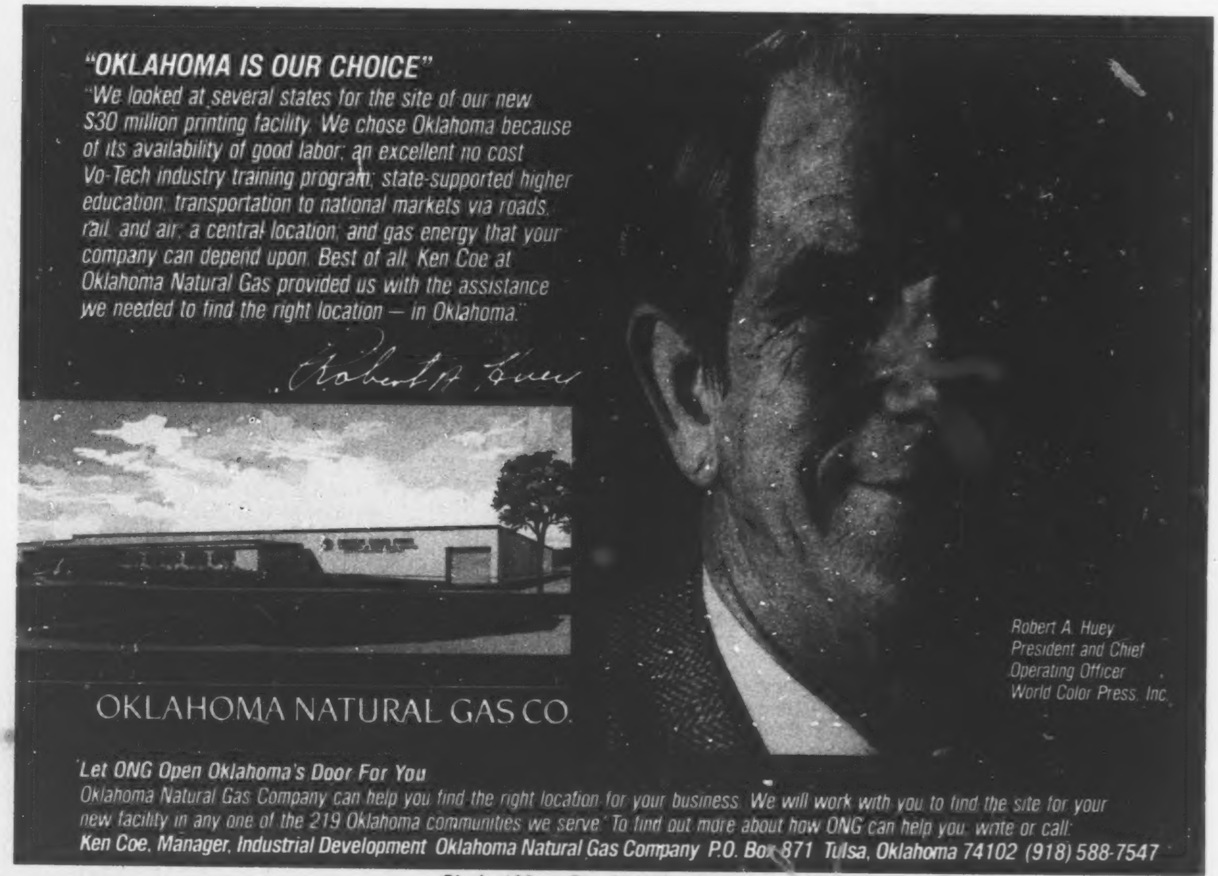
Dpty. Cmsr., Environ. Health Services, (same address and phone as above)

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Oklahoma City 8/84
Office, professional & technical	
Clerks, payroll	7.50
Secretaries	8.29
Stenographers	NA
Switchbd opr-recept's	5.99
Drafters	9.16
Electronics technicians	NA
Computer operators	8.63
Computer programmers (business)	12.00
Maintenance & powerplant (men)	
Carpenters	NA
Electricians	13.28
Engineers, stationary	13.31
Machinists	NA
Mechanics (machinery)	10.20
Tool & die makers	13.48
Custodial & material movement (men)	
Guards	8.60
Janitors, porters & cleaners	9.48
Laborers, material handling	7.05
Shipping & receiving clerks	(a)9.66
Truckdrivers	8.61
Forklift operators	9.45

(a) Mfg. & nonmfg combined



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Robert A. Huey
President and Chief
Operating Officer
World Color Press, Inc.

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Ken Coe, Manager, Industrial Development Oklahoma Natural Gas Company P.O. Box 871 Tulsa, Oklahoma 74102 (918) 588-7547

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LOUISIANA

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	1,169.7	....	....
MANUFACTURING	166.1	40.5	9.21
Primary metal industries—SIC 33	3.9	42.2	9.23
Fabricated metal products—SIC 34	17.3	40.1	9.07
Machinery, except electrical—SIC 35	31.5	39.7	8.48
Electric & electronic equipment—SIC 36	13.3	43.5	9.24
Transportation equipment—SIC 37	19.1	39.6	....
Instruments & related prods.—SIC 38	2.0	39.9	9.65
Food & kindred products—SIC 20	14.7	41.8	7.76
Apparel & other textile prods.—SIC 23	9.3	37.4	4.71
Paper & allied products—SIC 26	3.0	42.4	9.02
Printing & publishing—SIC 27	11.1	39.5	9.08
Rubber & misc. plastics prods.—SIC 30	10.7	....	....

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bartlesville 1, 3 (Tulsa)
Broken Arrow 3 (Tulsa)
Del City (Oklahoma City)
Edmond 1 (Oklahoma City)
Enid 1, 2, 14
Lawton 2, 3, 6, 14
Midwest City 1 (Oklahoma City)
Moore 1 (Oklahoma City)
Muskogee 2, 3, 4 (Tulsa)
Norman 1 (Oklahoma City)
Oklahoma City 1-3, 5, 7-14, 16, 18, 20-24
Ponca City 1, 14
Shawnee 1, 3 (Oklahoma City)
Stillwater 1, 14
Tulsa 1-5, 8-13, 15-20, 22-24

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Missouri-Kansas-Texas R.R. Co.
4. Union Pacific System

Airlines

5. Air Midwest
6. Air Spirit
7. Altus Airlines
8. America West
9. American
10. Braniff
11. Delta
12. Eastern
13. Frontier Airlines
14. Metroflight Airlines
15. Muse Air
16. Northeastern Int'l
17. Ozark
18. Republic
19. Scheduled Skyways
20. Southwest Airlines
21. Sunworld Int'l Airways
22. TWA
23. United
24. Western

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bartlesville — 6e, 2g
Broken Arrow — 6e
Del City — 3e
Edmond — 1e
Enid — 3e, 4g
Lawton — 6e, 8g
Midwest City — 3e
Moore — 3e
Muskogee — 3e, 4g
Norman — 3e, 4g
Oklahoma City — 3e, 4g
Ponca City — 5e, 4g
Shawnee — 3e, 4g
Stillwater — 7e, 4g
Tulsa — 6e, 4g

1. Edmond Electric Dept.
   315 S.W. 33rd St., Edmond 73034
2. Gas Service Co.
   2460 Pershing Rd., Kansas City, MO 64108
3. Oklahoma Gas and Elec. Co.
   321 N. Harvey Ave., Oklahoma City 73101
4. ONEOK inc.
   624 S. Boston, Tulsa 74119
5. Ponca City Mun. Lt. Dept.
   1400 N. Union St., Box 1450, Ponca City 74602
6. Public Service Co. of OK
   212 E. 6th St., Tulsa 74119
7. Stillwater Electric Dept.
   723 S. Lewis, Box 1449, Stillwater 74074
8. Arkansan Louisiana Gas Co.
   525 Milan, Shreveport, LA 71151

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bartlesville	35	82	3842	1886
Enid	35	84	3764	2075
Lawton	39	84	3237	2216
Muskogee	38	83	3409	2038
Oklahoma City	36	82	3735	1914
Ponca City	32	83	4279	1886
Stillwater	35	82	3793	1920
Tulsa	35	83	3731	2043

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	843	2,166
Gem stones	NA	2
Gypsum	1,452	12,428
Pumice	W	W
Sand & gravel:		
Construction	8,000	17,300
Industrial	1,200	13,250
Stone:		
Crushed	30,000	92,000
Dimension	22	1,040
Combined value of cement, feldspar, iodine, lime, salt, tripoli, and values indicated by symbol W		119,695
Grand Total Oklahoma 1983		**257,881**

* = thousand short tons
NA = not available
W = withheld to avoid disclosing company proprietary data

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Matthews, Steve, Exec. Dir.
Phillips, Grover C., Ind. Div. Dir.
Maus, Bill, Internat'l Trade Dir.
Young, Arnold, Mktg. Svcs. Dir.
Dept. of Econ. Dev.
Office of the Governor
P.O. Box 53424
Oklahoma City, 73152
405/521-2401

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Norman

Moore, Ken, Exec. V.P.
Norman Chamber of Comm.
P.O. Box 982, 73070
405/321-7260

Oklahoma City

DeBee, Harry E., Sr. V.P.
Liberty Nat'l Bank & Trust Co.
100 Broadway, 73102
405/231-6009

Matheny, Jess W., Jr., Econ. & Comm. Dev. Dir.
Oklahoma City Chamber of Comm.
1 Santa Fe Plz., 73102
405/232-6381 Ext. 240

Ponca City

Long, Robert R., C.I.D., Exec. V.P.
Ponca City Ind. Fdtn., Inc.
P.O. Box 1722, 74602
405/762-6385

Tulsa

Coe, Kenneth H., Ind. Dev. Mgr.
Okla. Natural Gas Co.
P.O. Box 871, 74102
918/588-7547

Moyer, Marilyn, Asst. V.P., Econ. Dev./Legis. Affairs Dept. Mgr.
First Tulsa
P.O. Box 1, 74193
918/586-5427

Weddle, Rick L., Econ. Dev. V.P.
Tulsa Econ. Dev. Cmsn.
616 S. Boston, Rm. 2002 74119
918/585-1201

When you contact
industrial developers
listed in
PLANT LOCATION
tell them
where you saw
their name

STATE INFORMATION:

Financial assistance to industry:
- Bonds for pollution control
- Industrial revenue bonds
- Texas Rural Industrial Dev. Act

Tax rates:

Personal property tax	varies
Sales tax	4.125%
Inventory tax	varies
Equip. & machinery tax	varies locally
Franchise tax	$5.25/M

Advanced education facilities:

Four-year colleges & universities	74
Two-year or junior colleges	66
Vocational & business schools	500

Source: Texas Economic Development Commission

ENVIRONMENT CONTROLS:

Air Pollution

Bill Stewart, Exec. Dir., Air Control Bd., 6330 Highway 290 E., Austin, 78723, 512/451-5711

Water Pollution

Charles Nemiz, Exec. Dir., Dept. of Water Resources, Stephen F. Austin Bldg., Austin 78711, 512/475-3187

State Employment Security Agency

For additional labor market information: Employ. Cmsn., TEC Bldg., 15th & Congress Ave., Austin, 78778, 512/397-4111

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
TEXAS	14,228.4	15,896.8
Abilene	98.3	106.4
Amarillo	149.2	160.5
Arlington	160.1	199.3
Austin	345.5	384.2
Baytown	56.9	63.7
Beaumont	118.1	125.4
Brownsville	85.0	100.0
Bryan	44.3	48.8
Carrollton	40.6	48.2
College Station	37.3	46.5
Corpus Christi	232.0	250.5
Dallas	904.1	954.7
Del Rio	30.0	NA
Denton	48.1	56.6
Duncanville	27.8	NA
Edinburg	NA	30.0
El Paso	425.3	464.4
Fort Worth	385.1	410.3
Galveston	61.9	65.9
Garland	138.9	160.3
Grand Prairie	71.5	82.8
Haltom City	29.0	NA
Harlingen	43.5	48.6
Houston	1,594.1	1,775.0
Hurst	31.4	NA
Irving	109.9	122.2
Killeen	46.3	50.9
Kingsville	28.8	NA
Laredo	91.4	104.7
Longview	62.8	71.4
Lubbock	174.0	184.9
Lufkin	28.6	NA
Marshall	NA	26.9
McAllen	67.0	77.4
Mesquite	67.1	73.4
Midland	70.5	84.9
Mission	NA	26.0
Nacogdoches	27.1	NA
North Richland Hills	30.6	NA
Odessa	90.0	101.9
Paris	25.5	NA
Pasadena	112.6	125.1
Plano	72.3	91.3
Port Arthur	61.2	65.8
Richardson	72.5	84.0
San Angelo	73.2	81.5
San Antonio	785.4	851.9
Sherman	30.4	32.1
Temple	42.5	46.3
Texarkana*	52.8	55.0
Texas City	41.4	45.0
Tyler	70.5	75.6
Victoria	50.7	57.1
Waco	101.3	105.6
Wichita Falls	94.2	100.3

NA = not available
*Texarkana is a two-state city. Total includes both TX & AR.

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Abilene	139.2	120.0
Amarillo	173.7	191.4
Austin	536.5	623.7
*Beaumont—Port Arthur	375.5	397.9
Brazoria	NA	200.8
*Brownsville—Harlingen	209.7	236.8
Bryan—College Station	93.6	110.3
Corpus Christi	326.2	351.4
*Dallas	NA	2,182.0
**Dallas—Fort Worth	2,974.9	3,267.8
El Paso	479.9	533.1
*Fort Worth-Arlington	NA	1,085.8
Galveston—Texas City	195.9	212.6
Houston	2,905.4	3,150.8
Killeen—Temple	214.7	238.5
Laredo	99.3	113.6
Longview—Marshall	151.8	169.8
Lubbock	211.7	226.6

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If you're considering expanding your company, Abilene has it all together in one simple, tidy package.

- 5 Industrial Parks
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- Non Union Atmosphere
- Industrial Revenue Bonds
- Start Up Training Programs
- 11 Available Industrial Buildings
- 1200 Acres Industrial Sites
- 34 Flights Daily Serving Houston, Dallas, Austin, San Antonio
- Rail Service With 8 Freights Daily
- 2 Vocational-Technical Training Centers
- 2 Universities; 1 College

ABILENE

For Additional Information Contact
Gary Vest
ABILENE
INDUSTRIAL FOUNDATION, INC.
P.O. Box 2281 Abilene, Texas 79608
(915) 677-7241

Circle 105 on Brochure Service Card

HEART O'TEXAS
PLANT SITE
SERVICES

HEART O' TEXAS
Plant
Location
Data

- High Profitability
- Productive Labor
- Favorable Taxes

For complete factual information contact:
West Texas Utilities
Gary Vest
P.O. Box 841
Abilene, Texas 79604
(915) 672-3251

WEST TEXAS UTILITIES COMPANY
WTU

Circle 115 on Brochure Service Card

*McAllen—Edinburg—Mission	283.2	332.6
Midland	82.6	97.3
Odessa	115.4	130.8
San Angelo	84.8	94.4
San Antonio	1,072.0	1,173.6
Sherman—Denison	89.8	94.7
Texarkana, TX/AR	127.0	118.4
Tyler	128.4	145.9
Victoria	68.8	77.5
Waco	170.8	184.1
Wichita Falls	130.7	125.1

*SMSA renamed in federal government's latest revisions.

**Consolidated area

NA = not available

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
TEXAS	998.5	41.9	9.17
Abilene	5.9	NA	NA
Amarillo	9.7	NA	NA
Austin	36.4	NA	NA
Beaumont—Port Arthur—Orange	31.0	NA	NA
Brownsville—Harlingen—San Benito	10.8	NA	NA
Bryan—College Station	3.2	NA	NA
Corpus Christi	14.8	NA	NA
Dallas—Ft. Worth	323.2	41.8	9.00
El Paso	38.7	NA	NA
Galveston—Texas City	9.9	NA	NA
Houston	198.9	44.3	10.92
Killeen—Temple	8.7	NA	NA
Laredo	1.7	NA	NA
Longview—Marshall	14.8	NA	NA
Lubbock	9.3	NA	NA
McAllen—Pharr—Edinburg	9.8	NA	NA
Midland	4.1	NA	NA
Odessa	5.8	NA	NA
San Angelo	5.5	NA	NA
San Antonio	51.7	41.4	6.76
Sherman—Denison	12.0	NA	NA
Texarkana	9.2	NA	NA
Tyler	12.5	NA	NA
Waco	16.2	NA	NA
Wichita Falls	9.7	NA	NA

NA = not available

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
TEXAS	8,074.8	470.0	5.8
Abilene	78.9	3.1	3.9
Amarillo	104.2	4.7	4.6
Austin	361.5	12.3	3.4
Beaumont—Port Arthur—Orange	182.0	19.4	10.6
Brownsville—Harlingen—San Benito	94.3	12.6	13.3
Bryan—College Station	58.9	2.1	3.6
Corpus Christi	170.0	13.6	8.0
Dallas—Ft. Worth	1,956.0	74.6	3.8
El Paso	206.8	20.8	10.0
Galveston—Texas City	95.8	8.8	9.2
Houston	1,817.9	115.7	6.4
Killeen—Temple	79.3	4.2	5.4
Laredo	38.8	6.0	15.5
Longview—Marshall	81.1	6.3	7.8
Lubbock	116.9	5.8	5.0
McAllen—Pharr—Edinburg	120.0	25.8	21.5
Midland	76.5	2.7	3.5
Odessa	79.5	3.5	4.3
San Angelo	53.1	2.3	4.3
San Antonio	547.3	27.2	5.0
Sherman—Denison	41.8	2.1	5.0
Texarkana	54.7	4.2	7.6
Tyler	80.3	3.6	4.5
Waco	97.6	4.5	4.6
Wichita Falls	71.4	3.6	5.1

*Preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (D) = Dallas/Ft. Worth.

Abilene 2, 8, 24
Amarillo 1, 2, 13, 18, 19, 28, 51
Arlington 4, 8 (D)
Austin 4, 7, 8, 17, 18, 21, 24-26, 28, 29, 40, 43, 51, 57-59, 62
Baytown 7, 8 (Clear Lake City)
Beaumont 1, 3, 7, 8, 25, 28, 36, 47
Brownsville 7, 8, 25, 42, 47
Bryan 7, 8 (College Station)

"If I told you there's a place to move your company where you'd pay no corporate or personal state income tax, where the setting is absolutely perfect for research and industrial development, and where real estate costs are less than where you are now—the first thing you'd want to know is where it is!"

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A prime location

The Woodlands is 27 miles north of downtown Houston with its dynamic, youthful population. There are scores of international banks, white-tie cultural offerings from the grand opera to distinctive art galleries and four-star cuisine.

Convenience is high on the list of advantages. The Woodlands is adjacent to Interstate 45, the main artery to Dallas. It is served by a major railroad, and the Intercontinental Airport is only minutes away. And, of special interest to R&D companies, Houston's famed Medical Center is developing an applied research campus at The Woodlands.

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The Woodlands Corporation 5539
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The Woodlands, Texas 77387.

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Firm________________________

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Phone________________________

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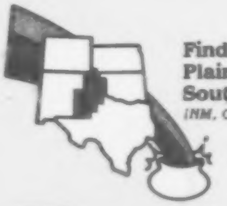

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(NM, OK, KS, TX)

SPS SOUTHWESTERN PUBLIC SERVICE COMPANY

Area Development Department
P. O. Box 1261
Amarillo, Texas 79170
(806) 378-2183

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SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Dallas-FortWorth 12/83	Houston 5/84	San Antonio 5/84	Corpus Christi 7/84
Office, professional & technical				
Clerks, payroll	7.23	8.74	6.03	8.16
Secretaries	8.78	9.83	7.19	7.99
Stenographers	9.83(a)	8.85	NA	NA
Switchbd opr-receptionists	5.70	6.75	5.44	5.51*
Drafters V	12.29	13.53	10.73	8.88(d)
Electronic technicians	10.99	11.29	8.71(a)	10.85
Computer operators	8.21	8.99	6.64	7.40*
Computer programmers (business)	12.30	13.24	11.13*	9.93*
Maintenance & powerplant (men)				
Carpenters	11.56	14.04	10.20(a)	NA
Electricians	12.45	13.80	9.95	14.15
Engineers, stationary	12.54	12.53	9.75	NA
Machinists	11.82	13.90	NA	14.35
Mechanics (machinery)	11.32	12.98	8.84	12.10
Tool & die makers	13.35	12.49	10.78	NA
Custodial & material movement (men)				
Guards	8.01	9.15	5.10	8.74
Janitors, porters & cleaners	7.75*	6.63	5.18	6.66
Laborers, material handling	7.13	7.45	5.33	5.47(a)
Shipping & receiving clerks	7.53(b)	7.35(b)	6.63	6.64(a)
Truckdrivers	7.58	8.46	5.71	5.71
Forklift operators	8.86	8.17	6.24	6.61(a)

*Computed from available statistics
(a) Mfg. & nonmfg. combined
(b) Nonmanufacturing
(d) Drafters, no class distinction

Carrollton 2, 4, 6 (D)
College Station 7, 8, 25, 26, 47
Corpus Christi 7, 8, 18, 25, 28, 51, 58
Dallas 1-4, 6-8, 10, 14, 15, 18, 21, 22, 24-28, 30, 31, 33, 36-43, 45, 46, 49, 51, 52, 55, 56-59, 61, 62
Del Rio 7 (San Antonio)
Denton 1, 4, 8 (D)
Duncanville 1 (D)
El Paso 1, 6-8, 16, 18, 26, 28, 30, 51, 58, 61
Fort Worth 1, 2, 4, 6-8 (see Dallas for airlines)
Galveston 1, 2, 4, 7, 8 (Houston)
Garland 1, 4 (D)
Grand Prairie 4, 8 (D)
Haltom City (D)
Harlingen 7, 8, 18, 51
Houston 1, 2, 4-12, 14, 18, 20-26, 28-30, 32, 35, 40, 42-48, 50, 51, 53, 57-61
Hurst 2, 4 (D)
Irving 2, 4 (D)
Killeen 1, 26
Kingsville 8 (Corpus Christi)
Laredo 8, 25, 28, 47
Longview 1, 8, 28, 36
Lubbock 1, 2, 18, 19, 26, 34, 51
Lufkin 6, 7 (Houston)
McAllen 7, 8, 25
Mesquite 8 (D)
Midland 8, 13, 18, 30, 40, 51
Nacogdoches 7 (Lufkin)
North Richland Hills (D)
Odessa 8 (Midland)
Paris 1, 2, 8, 27
Pasadena 1, 2, 4, 7, 8 (Houston)
Plano 6, 7 (D)
Port Arthur 3, 7 (Beaumont)
Richardson 1, 7 (D)

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ALL ROADS LEAD TO BAYPORT.

The Bayport Industrial Complex is located on Galveston Bay, just 25 miles from downtown Houston, Texas.

From Bayport there's direct access to the Houston Ship Channel and the Gulf of Mexico.

There's a complete network of rail service and roads leading to all plant sites in Bayport, plus a sophisticated pipeline network.

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The forty feet we're so proud of is the channel depth of the Bayport Division, Port of Houston. That depth, plus a 1,600 by 1,600 foot turning basin, makes Bayport an international deepwater port capable of accommodating 70–80,000 DWT class cargo vessels. And that's a lot of weight.

THREE.
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Furthermore, utilities are available to all sites, including 90 million gallons of water daily. And after twenty years of operation, our environmental standards have proven to be practical and effective.

FOUR.
A CLIMATE FAVORABLE TO INDUSTRY.

At Bayport you'll find that the industrial backdrop couldn't be better. The climate is temperate year round. Workers—skilled, semi-skilled and professional—are available. And there's no state or corporate income tax in Texas; a state which encourages growth.

FIVE.
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American firms in Bayport include: ARCO Chemical Company; Big Three Industries; Celanese Chemical Company; Chevron Chemical Company; El Paso Products Co.; FMC Corporation; Goodyear Tire & Rubber Co.; and Petrolite Co.

Presently, 51 companies hold 6,534 acres, and 41 plants are either built or under construction.

If you'd like to know more about Bayport, call or write for our brochure. Friendswood Development Company, Industrial Property Sales, 17625 El Camino Real, Suite 302. Department PL, Houston, Texas 77058. Or call (713) 486-2813.

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San Angelo 1, 26, 62
San Antonio 4, 7, 8, 18, 21, 24-26, 28, 29, 35, 37, 42, 43, 51, 54, 57-59, 62
Sherman 2, 4, 6-8 (D)
Temple 1, 4, 26
Texarkana 3, 6, 8, 15, 26, 49
Texas City 1, 2, 4, 7, 8 (Clear Lake City)
Tyler 8, 15, 28, 36
Victoria 7, 8, 28
Waco 4, 6-8, 15, 26
Wichita Falls 2, 4, 15, 26

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Kansas City Southern Railway Co.
4. Missouri-Kansas-Texas R.R. Co.
5. Norfolk Southern Corp.
6. St. Louis Southwestern Railway Co.
7. Southern Pacific Trans. Co.
8. Union Pacific System

Airlines

9. Aeromexico
10. Air Canada
11. Air France
12. Air Link
13. Air Midwest
14. Air One
15. Air Spirit
16. Airways of New Mexico
17. America West
18. American
19. Aspen Airways
20. Aviateca
21. Braniff
22. British Caledonian
23. Cayman Airways
24. Chaparral Airlines
25. Continental
26. Delta
27. Eagle Commuter Airlines
28. Eastern
29. Fort Worth Airlines
30. Frontier Airlines
31. Jet America Airlines
32. KLM
33. Lufthansa
34. Mesa Air Shuttle
35. Metro Airlines
36. Metroflight Airlines
37. Mexicana
38. Midway Airlines
39. Midwest Express
40. Muse Air
41. Northwest
42. Ozark
43. Pan American
44. People Express
45. Piedmont
46. Republic
47. Royale Airlines
48. Sahsa
49. Scheduled Skyways
50. South African Airways
51. Southwest Airlines
52. Sunbelt Airlines
53. Taca
54. Tex Air Airlines
55. Thai Airways Int'l
56. Transamerica
57. TWA
58. United
59. USAir
60. Viasa
61. Western Airlines
62. Wise Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Abilene — 31e, 17g
Amarillo — 25e, 19g
Arlington — 29e, 17g
Austin — 2e, 23g
Baytown — 16e, 12g
Beaumont — 14e, 12g
Brownsville — 3e, 20g
Bryan — 4e, 17g
Carrollton — 29e, 17g
College Station — 6e, 17g
Corpus Christi — 5e, 7g
Dallas — 29e, 17g
Del Rio — 5e, 9g, 28g
Denton — 10e, 17g
Duncanville — 29e, 17g
El Paso — 11e, 23g
Fort Worth — 29e, 17g
Galveston — 16e, 23g
Garland — 13e, 29e, 17g
Grand Prairie — 29e, 17g
Haltom City — 29e, 17g
Harlingen — 5e, 20g
Houston — 16e, 12g
Hurst — 29e, 17g
Irving — 29e, 17g
Killeen — 29e, 17g
Kingsville — 5e, 12g
Laredo — 5e, 12g
Longview — 24e, 12g, 22g
Lubbock — 18e, 25e, 19g
Lufkin — 29e, 12g
McAllen — 5e, 20g
Mesquite — 29e, 17g
Midland — 291e, 19g
Nacogdoches — 29e, 12g
North Richland Hills — 17g
Odessa — 29e, 19g
Paris — 29e, 17g
Pasadena — 16e, 12g
Plano — 29e, 17g
Port Arthur — 14e, 23g
Richardson — 29e, 17g
San Angelo — 31e, 17g
San Antonio — 21eg
Sherman — 29e, 17g
Temple — 29e, 17g
Texarkana — 24e, 1g
Texas City — 27e, 12g
Tyler — 29e, 12g
Victoria — 5e, 12g
Waco — 29e, 17g
Wichita Falls — 29e, 17g

1. Arkansas-Louisana Gas Co.
   525 Milan, Shreveport, LA 71151
2. Austin Elec. Dept.
   P.O. Box 1088, Austin 78767
3. Brownsville Public Util. Bd.
   1425 Robin Hood Dr., Box 3270, Brownsville 78520
4. Bryan Mun. Elec. System
   300 S. Washington, Box 1000, Bryan 77801
5. Central Power & Light Co.
   120 N. Chaparral St., Corpus Christi 78403
6. College Station Utilities
   1101 Texas Ave., Box 10230, College Station 77840
7. Corpus Christi Dept. of Pub. Util.
   4225 S. Port Ave., Corpus Christi 78415
9. Del Rio Gas System
   201 E. De La Rosa, Del Rio 78840
10. Denton Mun. Utilities
    215 E. McKinney, Denton 76201
11. El Paso Electric Co.
    303 N. Oregon, Box 982, El Paso 79960
12. Entex Inc.
    P.O. Box 2628, Houston 77001
13. Garland Power & Light System
    P.O. Box 401889, Garland 75040
14. GulfStates Utilities Co.
    350 Pine St., Box 2951, Beaumont, TX 77704
15. Gulf States Utilities Co.
    5755 Choctaw Dr., Baton Rouge, LA 70805
16. Houston Lighting & Power Co.
    P.O. Box 1700, Houston 77001
17. Lone Star Gas Co.
    Utility Div. Enserch Corp.
    301 S. Harwood St.,Dallas 75201
18. Lubbock Power & Light Dept.
    P.O. Box 2000, Lubbock 79457
19. Energas Co.
    301 Taylor, Amarillo 79189
20. Rio Grande Valley Gas Co.
    Box 3690, Brownsville 78520
21. San Antonio Public Service Bd.
    145 Navarro St., San Antonio 78205
22. Southern Gas
    110 E. Cotton, Longview 75601
23. Southern Union Co.
    1800 InterFirst Two Bldg., 1st International Bldg., Dallas 75270
24. Southwestern Electric Power Co.
    428 Travis St., P.O. Box 21106
    Shreveport, LA 71156

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Grace M. Rhodes
Manager, Industrial Development
Central Power and Light Company
P.O. Box 2121, Department PL45
Corpus Christi, TX 78403

South Texas

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MEET A TYPICAL EAST TEXAN.

Her name is Caroline. She's not a native East Texan, but that's getting more typical all the time. Her family moved here a few years ago because of the economic opportunities and the quality of life. Caroline likes the lakes, forests and hill country of her big state. And she'll soon discover the many choices she has for higher education, just a few miles from wherever she lives in East Texas. Her parents enjoy two good climates ... both weather and business. To find out more about Caroline's East Texas, call or write the East Texas Chamber of Commerce and we'll send you our latest East Texas Industrial Guide.

East Texas Chamber of Commerce
P.O. Box 1592
Longview, Texas 75606

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25. Southwestern Pub. Service Co.
6th at Tyler, P.O. Box 1261, Amarillo 79170
27. Texas-New Mexico Power Co.
501 W. 6th St., Ft. Worth 76102
28. Texas Oil & Gas Corp.
1700 Pacific Ave. LB# 10, Dallas 75201-4696
29. Texas Utilities Electric Co.,
2001 Bryan Tower, Dallas 75201
30. Western Gas Corp.
110 E. Cotton, Longview 75601
31. West Texas Utilities Co.
301 Cypress, Abilene 79601

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Abilene	43	84	2621	2467
Amarillo	35	79	4231	1428
Austin	49	85	1760	2914
Big Spring	43	83	2658	2312
Brownsville	60	84	609	3772
Corpus Christi	56	85	970	3574
Dallas	45	86	2301	2846
Denton	44	85	2460	2540
El Paso	44	83	2664	2096
Fort Worth	44	86	2407	2809
Galveston	54	83	1253	2967
Harlingen	59	84	786	3770
Houston	51	83	1549	2761
Laredo	56	87	926	4043
Lubbock	39	80	3516	1676
McAllen	59	84	755	3833
Midland	44	82	2658	2126
Port Arthur	52	83	1477	2861
San Angelo	46	84	2313	2596
San Antonio	50	85	1606	2983
Sherman	41	84	2934	2331
Temple	47	85	2125	2740
Victoria	53	85	1273	3184
Waco	46	86	2126	2891
Wicnita Falls	40	86	3011	2506

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	10,600	606,900
Masonry	300	21,370
Clays	4,843	30,626
Gem stones	NA	225
Gypsum	2,262	20,543
Helium — mil. cubic ft.:		
Crude	60	1,140
Grade A	W	W
Lime	1,148	64,712
Salt	6,618	76,830
Sand & gravel:		
Construction	58,500	206,700
Industrial	2,450	35,800
Stone:		
Crushed	74,000	240,000
Dimension	46	6,099
Sulfur (Frasch) — thou. metric tons	2,299	W
Talc & pyrophyllite	219	4,559
Combined value of fluorspar, iron ore, magnesium chloride, magnesium compounds, silver, sodium sulfate, and values indicated by symbol W		346,966

Grand Total Texas 1983 1,662,470

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Wood, Charles B., Exec. Dir.
Texas Econ. Dev. Cmsn.
410 E. 5th St.
Capitol Station, Box 12728
Austin 78711
512/472-5059

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Abilene

Cook, Robert Gerald, C.I.D., Mgr.
Abilene Ind. Fdtn., Inc.
P.O. Box 2281, 79604
915/677-7241

Terrell, Wade, Exec. V.P.
Abilene Chamber of Comm.
341 Hickory
P.O. Box 2281, 79604
915/677-7241

Vest, Gary
West Texas Utilities
301 Cypress, P.O. Box 841, 79604
915/672-3251

Amarillo

Area Dev. Manager
Southwestern Public Svc.
P.O. Box 1261, 79170
806/378-2183

Walsh, G. Pat, Bus. Dev. Mgr.
Amarillo Chamber of Comm.
P.O. Box 9480, 79105
806/373-7800

Austin

Petty, Ryan, Bus. Dev. V.P.
Austin Chamber of Comm.
901 W. Riverside, 78704
512/478-9383

Beaumont

Williams, Malcolm M., Bus. Dev. Mgr.
Gulf States Utilities Co.
P.O. Box 2951, 77704
409/839-2165

Corpus Christi

Allen, Brodie E., Exec. Dir.
Corpus Christi Bus. Dev. Cmsn.
P.O. Box 640, 78403
512/883-5571

Rhodes, Grace M., Ind. Dev. Mgr.
Central Power & Light Co.
P.O. Box 2121, 78403
512/881-5698

Get in touch with Texas.

ABC 2
1
GHI 4
PRS 7
GHI 4
GHI 4
TUV 8
JKL 5
DEF 3
PRS 7

Before you can make an intelligent decision about relocating or expanding your business to Texas, you need some intelligent answers.

At InterFirst Bank Dallas, we help businesses make the right decisions. Not only can we provide all the pertinent facts and figures, we can help guide you to the right people.

And we can do it all, possibly better than any other source in Texas, because we belong to an organization made up of 65 banks strategically located across the state. Which gives us the ability to monitor the economic pulse of a state that has as many market opportunities, and differences, as some countries.

Finally, we should also add that your inquiries will be completely confidential.

So if you're thinking about moving to Dallas/Fort Worth, or any other part of Texas, call Sam Holmes or Charles Page at 214/744-8537, or write to P.O. Box 83380, Dallas, Texas 75283. And let us help you do business in Texas.

InterFirst

InterFirst Bank
Dallas

Member FDIC

Circle 112 on Brochure Service Card

TEXAS

Dallas

Burdick, Kenneth D., Area Dev. Dir.
Lone Star Gas Co.
301 S. Hardwood St., 75201
214/670-2721

Heath, Thomas B., Econ. Dev. Dir.
Texas Power & Light Co.
P.O. Box 660268, 75266-0268
214/954-5411 Ext. 5514

Holmes, Sam F., Jr., Econ. Dev. V.P.
InterFirst Bank Dallas, N.A.
P.O. Box 83380, 75283
214/744-8537

Mayfield, Gil, S.W. Reg. Mgr.
Lone Star Properties, Inc.
8204 Elmbrook Dr., Suite 140, 75247
214/630-9116

Farmers Branch

McIlvain, Charles, Mktg. Dir
City of Farmers Branch
P.O. Box 340435, 75234
212/247-3131

Fort Worth

Bowling, Gary L., V.P., Ind. Dev. Mgr.
Texas American Bank/Fort Worth N.A.
P.O. Box 2050, 76113
817/338-8287

Brooks, Norman
Burlington Northern Railroad
3300 Continental Plz.
777 Main St., 76102
817/878-1506

McCorkle, Bobby L., Area Dev. Mgr.
Texas-New Mexico Power Co.
501 W. 6th St., 76102
817/735-6633

Houston

Albright, W.L., Exec. V.P.
N. Channel Area Chamber of Comm.
P.O. Box 9652, 77213
713/455-3860

Brown, George J.
Friendswood Dev. Co.
17625 El Camino Real
Suite 302, 77058
713/486-2810

Fuller, Kent, Econ. Dev. Mgr.
Houston Chamber of Comm.
1100 Milam Bldg.
25th Fl., 77002
713/651-1313

Killeen

Robertson, Rod, C.I.D., Ind. Dev. Mgr.
Gtr. Killeen Chamber of Comm.
P.O. Box 548, 76541
817/526-9551

Laredo

Leach, Frank E., C.I.D., Exec. Dir.
Laredo Dev. Fdtn.
P.O. Box 1435, 78042-1435
512/722-0563

Longview

Gillies, Lee, Econ. Dev. Gen. Mgr.
E. Texas Chamber of Comm.
P.O. Box 1592, 75606
214/757-4444

Lubbock

Gerhart, Kenneth P., Econ. Dev. Dir.
South Plains Assn. of Gov'ts
P.O. Box 2787, 79411
806/762-8721

McAllen

Birkhead, Frank, Jr., C.I.D., Exec. V.P.
McAllen Ind. Bd.
10 N. Broadway
P.O. Box 790, 78501
512/682-2875

Midland

Billingsley, Grant A., Econ. Dev. V.P.
Midland Chamber of Comm.
P.O. Box 1890, 79702
915/683-3381

Henson, Douglas B., C.I.D.
T.D.C. Enterprises
P.O. Box 10132, 79702-7132
915/686-2057

Odessa

Bernhard, Chuck, V.P.
Gtr. Odessa Chamber of Comm.
P.O. Box 3626, 79760
915/332-9103

Plano

Anderson, Dr. Joy A., Pres.
Plano Chamber of Comm.
806 Haggard, 75074
214/424-7525

San Antonio

Cate, Pledger B., Exec. V.P.
S. Texas Chamber of Comm.
6222 N.W. IH 10, 78201
512/732-8185

Texarkana

Spearman, Joseph S., Jr., Exec. Dir.
N.E. Tex. Econ. Dev. Dist., Inc.
P.O. Box 1967, 75504
214/794-3434

Tyler

Hardy, James S., C.I.D., Exec. V.P.
Tyler Area Chamber of Comm.
P.O. Box 390, 75710
214/592-1661

Woodlands

Leonard, R. Douglas
The Woodlands Corp.
2201 Timberloch Pl., 77380
713/363-6900

SOUTHEAST TEXAS AND SOUTH-CENTRAL LOUISIANA

THE ECONOMIC EDGE

We want to show you the economic edge that is found along our resourceful edge of the Gulf of Mexico. At Gulf States Utilities we serve a 28,000 square mile region of Southeast Texas and South-Central Louisiana. It's a region that has a definite edge for new or expanding business in its people and spaces, especially regional office space inside growing communities. Gulf States Utilities has a Business Development Group that will give you the edge in expert information and local contacts, all in strictest confidence. We'll start by sending you "In Perspective" a good look at the vast advantages found in our section of the sunbelt. It's free. To get "In Perspective" just call us collect.

GULF STATES UTILITIES CO.

BUSINESS DEVELOPMENT GROUP

P. O. Box 2951 Beaumont, Texas 77704
ATTN: JOHN BORDELON (409) 838-6631 Ext. 4319

Circle 111 on Brochure Service Card

Plant Location

MOUNTAIN STATES

- ARIZONA
- COLORADO
- IDAHO
- MONTANA
- NEVADA
- NEW MEXICO
- UTAH
- WYOMING

Regional Review:

By Shelby L. Dill

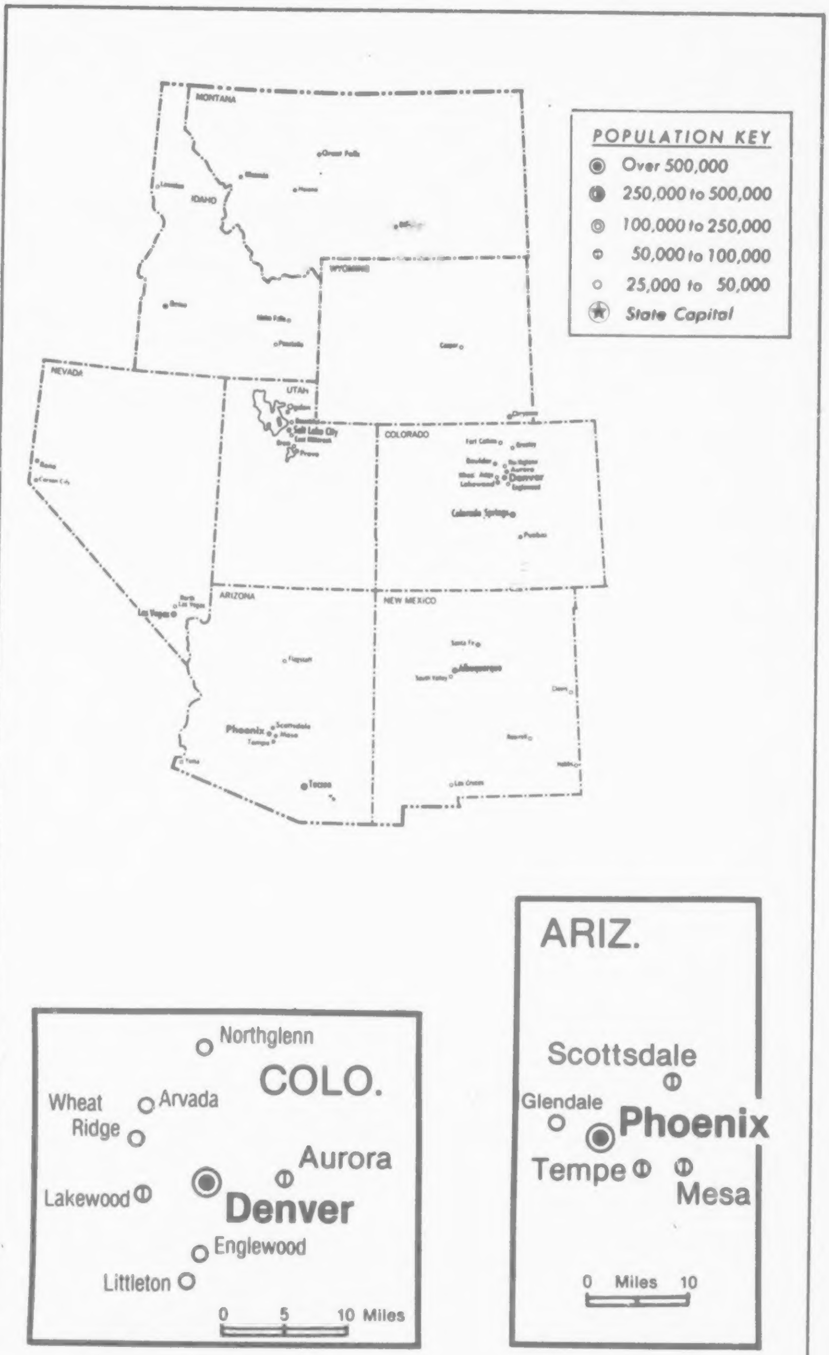
The Rocky Mountain region, comprised of the states of Arizona, Colorado, Idaho, Montana, Nevada, New Mexico, Utah, and Wyoming, is experiencing strong economic activity. This activity is resulting in an enhanced quality of life—due in part to an acceleration in the growth of personal income—in a region already known for cities as diverse and attractive as Aspen, Denver, Phoenix, Cheyenne, Albuquerque, Salt Lake City, Las Vegas, and Reno.

Although the region has marked contrasts in climate, lifestyles, and topography, its communities, cities, and states are surprisingly similar in the makeup of their business and government leaderships: All exhibit a strong probusiness attitude and are actively pursuing new business.

Among the attractions for business in the Mountain States are a strong right-to-work philosophy and a favorable business environment. Most state and local governments work to assist new businesses through tax incentives, job-training programs, industrial development bonds, and assistance in cutting red tape.

The aspects of liveability, climate, cost of living, education, and recreation and cultural facilities also contribute to the attractiveness of the area and to the productivity of the area's workforce.

1984. 1984 saw a continuation of realized economic growth and expansion in Arizona and Nevada, a trend started for two reasons: financial deterrants to the west and lower operating costs in Arizona and Nevada. The deterrant factors causing traditional West Coast compa-


MONTANA
IDAHO
WYOMING
NEVADA
UTAH
COLORADO
ARIZONA
NEW MEXICO
Salt Lake City
Denver
Colorado Springs
Las Vegas
Phoenix
Scottsdale
Mesa
Tempe
Tucson
Albuquerque
POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
COLO.
Northglenn
Wheat Ridge
Arvada
Aurora
Lakewood
Denver
Englewood
Littleton
0 5 10 Miles
ARIZ.
Scottsdale
Glendale
Phoenix
Tempe
Mesa
0 Miles 10

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Mr. Dill is executive director of the Economic Development Authority of Western Nevada in Reno. He is also on the Board of Directors of the American Economic Development Council.

nies to look over their borders to the Mountain States for new operations or relocations are taxes (i.e., unitary, corporate income, and personal income), labor costs, land costs, and stability of local governments. The lower operating costs further east are attractive because Arizona and Nevada still allow firms to be close to West Coast markets and operations.

Manufacturing jobs increased by an average of over 20% in the Mountain States last year. According to the latest Census Bureau report, Nevada saw an increase of 36%; Arizona, 34%; and Colorado, 25%. The unemployment rate in the region has consistently been below the national average as well. This, plus a steady population increase, provided a dependable workforce with improved skill levels last year.

Population. In some areas a population shift toward the West, South, and Southwest can be seen, an occurance that has resulted in a rapid growth in the Mountain States. This shift is occurring due to some people searching for what they consider to be a better lifestyle in a different climate and to some looking for a place to start over or retire in. Nevada leads the region in percent of growth, while Arizona leads in actual numbers of persons who have relocated.

The eight-state region encompasses nearly one-quarter of the continental U.S., but has less than 6% of the country's population and an average of only 13 people per square mile. These population figures could be changing, though: seven of the nation's ten fastest-growing states are in the region.

Diversity. While some states in the country are experiencing economic difficulties from an over reliance on a single-industry—for example the troubles states heavily dependent on the struggling agricultural industry are having—the Rocky Mountain region has learned from their lessons and has made diversity of the economy a prime interest of its communities and states. One might argue that this activity should have been accruing in the eastern and midwestern states long ago.

A sign of the increased diversification has been the shift in the region away from agriculture and mining as economic strongholds and toward electronics, computers, aerospace companies, and energy.

The region seems to have an abundance of room in which to grow. However, it must be remembered that only certain communities have the capability of handling economic progress.

A look ahead. Constraints in the region that may limit expansion in the near future are in resource and energy development, water availability, and air quality. Developers, farmers, environmentalists, industry, and Indians will continue to compete for the land, water, and other resources as well. However, in response to the problems, local and state governments have taken a balanced approach—"controlled growth"—to the satisfaction of both developers and environmentalists.

The Mountain States will be a continual growth area in the future, and the region is planning for the future with a good working relationship between business and government.

PHOENIX
ARIZONA

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings (county)
- Bonds for pollution control (county)
- Aid for job training
- SBA-503 Program
- UDAG Program

Tax rates:

Corporate income tax	10.5% over $6,000
Personal income tax	8% over $6,000
Personal property tax	10%
Sales tax	5%
Federal tax & state tax deductible	

Advanced education facilities:

Public universities	3
Private accredited colleges & universities	11
Public community colleges	15
Vocational & business schools	250

Source: **Arizona Office of Economic Planning and Development**

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1984
ARIZONA	2,717.9	3,020.5
Flagstaff	34.6	NA
Glendale	97.0	109.1
Mesa	152.5	185.0
Phoenix	764.9	843.7
Scottsdale	88.4	101.6
Sierra Vista	26.0	NA
Tempe	106.7	130.2
Tucson	330.5	363.6
Yuma	42.4	46.6

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980 —Thousands—	Estimate 1984
Phoenix	1,508.0	1,681.8
Tucson	531.3	590.1

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
ARIZONA	173.3	40.7	9.01
Phoenix	125.1	NA	NA
Tucson	29.4	NA	NA

NA = not available

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ARIZONA	1,421.5	57.0	4.0
Phoenix	903.5	27.5	3.0
Tucson	260.5	9.3	3.6

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Economic Security, P.O. Box 6123, 1717 W. Jefferson St., Phoenix, 85007, 602/255-4791

ENVIRONMENT CONTROLS:

Air & Water Pollution

Arizona State Dept. of Health, Health Bldg., 1740 W. Adams, Phoenix, 85009, 602/255-1140; 255-1252

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	1,064.4	....	....
MANUFACTURING	155.7	40.5	8.99
Primary metal industries—**SIC 33**	6.4	37.6	12.11
Fabricated metal products—**SIC 34**	7.9	....	....
Food & kindred products—**SIC 20**	8.1	40.4	8.31
Apparel & other textile prods.—**SIC 23**	5.2	....	....
Printing & publishing—**SIC 27**	12.2	....	....

What an opportunity for your high technology firm. A flourishing valley with room to grow. A place with a sense of adventure and optimism as bright as our famous sunshine.

That's the opportunity of Phoenix. A city poised for a leap into the Twenty-First Century.

No matter what size your business is—big, small, just getting started, or looking to expand—there's a place for you in the Phoenix area. Prime industrial land is still available within minutes of the airport. And, there's still plenty of office space and affordable housing.

The area's commitment to high technology is represented by Arizona State University's $32 million engineering research center and 320 acre research park. In fact, 49% of our manufacturing employment is already in high-tech. So support firms and facilities abound.

Arizona's leadership has put a premium on maintaining a favorable business climate and as the results from a recent national study indicate, they have been successful. Arizona ranks number one in the nation in government-controlled business factors.

There's an abundance of electric power, too, and a ready supply of water. At Salt River Project, we've seen to that since 1903, and have planned for decades of growth to come.

To find out more, send for our free report, "Economic Assets of Metropolitan Phoenix," by writing to Larry Evans, Manager, Commercial and Industrial Division, Salt River Project, P.O. Box 52025, Phoenix, Arizona 85072-2025.

You'll find you won't have to invent any reasons to move here.

Salt River Project
WATER ◆ POWER

COME TO PHOENIX AND INVENT THE FUTURE.

Circle 117 on Brochure Service Card

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Flagstaff 1, 21, 23
Glendale 1 (Phoenix)
Mesa 2 (Scottsdale)
Phoenix 1, 2, 4, 6-23, 25-29
Scottsdale (Phoenix)
Sierra Vista (Tuscon)
Tempe 2 (Phoenix)
Tucson 2, 3, 5-7, 11, 12, 15, 17-19, 24-28
Yuma 2, 22, 23

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Southern Pacific Trans. Co.

Airlines

3. Aeromexico
4. Air Sedona
5. Airways of New Mexico
6. America West
7. American
8. Braniff
9. Continental
10. Delta
11. Eastern
12. Frontier Airlines
13. Golden Pacific
14. Havasu Airline
15. Huachuca Airlines
16. Jet Express
17. Northwest
18. Pacific Southwest
19. Republic
20. Scenic Airlines
21. Sky West Airlines
22. Sun Aire Lines
23. Sun West Airlines
24. Sunworld Int'l Airlines
25. TWA
26. United
27. USAir
28. Western Airlines
29. Wien Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Flagstaff — 1e, 4g
Glendale — 1eg, 3e
Mesa — 2eg, 3e, 1g
Phoenix — 1eg, 3e
Scottsdale — 1eg, 3e
Sierra Vista — 1eg
Tempe — 1eg, 3e
Tucson — 6e, 5g
Yuma — 1eg

1. Arizona Public Service Co.
411 N. Central Ave., Phoenix 85004
2. Mesa City Utilities
730 N. Mesa Dr., Box 1466
Mesa 85201
3. Salt River Project Agricultural Improvement & Power Dist.
Box 1980, Phoenix 85001
4. Southern Union Co.
1800 InterFirst Two Bldg., Dallas, TX 75270
5. Southwest Gas Corp.
5241 Spring Mt. Road, Las Vegas, NV 89102
6. Tucson Electric Power Co.
220 W. 6th St., Box 711, Tucson 85702

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	151	1,250
Copper — metric tons (recov. cont. of ores, etc.)	698,573	1,185,870
Gem stones	NA	2,800
Gold — troy ozs. (recov. cont. of ores, etc.)	75,700	32,173
Gypsum	203	1,487
Lead — metric tons (recov. cont. of ores, etc.)	161	78
Lime	333	17,766
Molybdenum — thou. lbs. (cont. of concentrate)	21,890	87,560
Perlite	43	1,075
Pumice	W	W
Sand & gravel:		
Construction	23,200	86,800
Industrial	80	1,500
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	5,129	58,984
Stone:		
Crushed	4,800	20,200
Dimension	W	578
Combined value of cement, pyrites, salt, and values indicated by symbol W		101,127
Grand Total Arizona 1983		**1,599,248**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Flagstaff	28	66	7254	127
Mesa	51	90	1598	3297
Phoenix	52	92	1442	3746
Tempe	51	90	1654	3160
Tucson	51	86	1734	2840
Yuma	56	94	983	4244

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Scalise, Judie, Bus. & Trade Dir.
Arizona Off. of Econ. Plng. & Dev.
1700 W. Washington
Executive Tower
Phoenix, 85007
602/255-5374

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Phoenix

Evans, Larry, Comm. & Ind. Div. Mgr.
Salt River Project
P.O. Box 52025, 85072-2025

Gullyes, James H., V.P.
First Interstate Bank of Ariz.
P.O. Box 20551, Dept. 929, 85036
602/271-1476

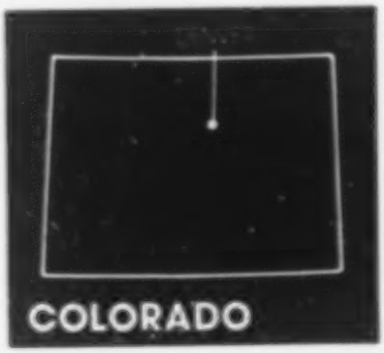
Scottsdale

Alberty, Edward W., Econ. Dev. Dir.
Scottsdale Chamber of Comm.
7333 Scottsdale Mall, 85251
602/945-8481

Tucson

Nagore, Juan, Ind. Dev. Asst. V.P.
The Arizona Bank
33 N. Stone, Box 29636, 85726
602/792-7759

Stephenson, William V., C.I.D., Exec. Dir.
Tucson Econ. Dev. Corp.
465 W. St. Mary's Rd.
Suite 200, 85705
602/623-3673



STATE INFORMATION:

Financial assistance to industry:
Direct state bonds for building & equipment (limited purposes)
Bonds for buildings, municipal or county
Bonds for pollution control, municipal or county
Aid for job training

Tax rates:
Corporate income tax........................5%
Personal income tax....................3%-8%
Sales tax...3%-7%
Inventory tax.....................................none
Equip. & machinery up to $500,000 is exempt from sales tax
Franchise & incorp. filing fee (initial) ....$11-40/yr.
Thereafter report must be filed before May 1 every other year ($20-80/yr. adjusted annually)
Gasoline tax........................$.12 per gal.

Advanced education facilities (public only):
Four-year colleges & universities 13
Two-year or junior colleges.................16
Vocational & business schools............9

Medical facilities:
General hospitals..................................83
Clinics...NA

Labor analysis:

High school graduates (public schools only)	32,954
Nonagri. workers in unions	15%

Source: **Colorado Division of Commerce and Development**

ENVIRONMENT CONTROLS:

Air Pollution

Colorado Dept. of Health, Air Pollution Control Div., 4210 E. 11th Ave., Denver, 80220, 303/320-8333

Water Pollution

Water Quality Control Div., same address and phone as above

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
COLORADO	2,888.8	3,183.5
Arvada	84.6	98.9
Aurora	158.6	175.9
Boulder	76.7	82.7
Colorado Springs	215.2	235.7
Denver	491.4	493.7
Englewood	30.0	NA
Fort Collins	64.6	73.8
Grand Junction	28.1	NA
Greeley	53.0	58.7
Lakewood	112.8	120.4
Littleton	28.6	NA
Longmont	NA	50.4
Loveland	30.2	34.1
North Glenn	29.8	NA
Pueblo	101.7	102.3
Thornton	40.3	44.4
Westminster	50.2	55.2
Wheat Fidge	30.3	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
*Boulder —Longmont	NA	212.5
Colorado Springs	317.5	337.7
*Denver	NA	1,580.1
**Denver—Boulder	1,619.9	1,792.6
*Fort Collins—Loveland	149.2	171.8
Greeley	123.4	137.2
Pueblo	126.0	126.7

*SMSA renamed in federal government's latest revisions.
**Consolidated area

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
COLORADO	190.0	40.8	9.29
Denver—Boulder	130.0	40.7	9.66

Colorado Springs: Beyond the view, there's a lot of vision.

The first thing you'll notice about Colorado Springs is our breathtaking view of Pikes Peak. But look closer. You'll find that we're a city of vision. The kind of vision that allows progressive companies to control their own destinies. And make things happen.

Our vision is responsible for the abundance of high quality, affordable office space available througout the region. For the efficient air service linking local business to the east, the west...and the world. For our Foreign Trade Zone, which allows the import of products for processing without customs duties. For our productive, well-educated labor force. And for the quality of life and recreational opportunities that make a Colorado Springs location a real employee benefit.

Ask foresighted companies such as Hewlett-Packard, Colorado Interstate Gas, Shepard's/McGraw-Hill, TRW, Equitable Life and Digital Equipment about the bottom-line benefits of doing business in Colorado Springs. They all share our vision of a business environment where profit, productivity and lifestyle are all combined in one location.

Colorado Springs. You'll like the view. You'll love the vision.

Colorado Springs

Write or call for more information
Jim Devine
Economic Development Council
Box B, Dept. 4
Colorado Springs, CO 80901
(303) 471-8183

Circle 120 on Brochure Service Card

COLORADO

Unemployment

*Major Market Areas—9/84**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
COLORADO		
1,737.4	82.6	4.8
Denver—Boulder		
1,036.7	43.4	4.2

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Denver-Boulder 12/83
Office, professional & technical	
Clerks, payroll	7.20
Secretaries	8.73
Stenographers	*9.20
Switchbd opr-recept's	5.80
Drafters V	*11.50
Electronics technicians	10.38
Computer operators	8.74
Computer programmers (business)	12.42
Maintenance & powerplant (men)	
Carpenters	11.04
Electricians	12.44
Engineers, stationary	12.77
Machinists	12.53
Mechanics (machinery)	10.93
Tool & die makers	13.18
Custodial & material movement (men)	
Guards	7.91
Janitors, porters & cleaners	7.42
Laborers, mat'l handling	6.74
Shipping & receiving clerks	7.45
Truckdrivers	10.37
Forklift operators	10.53

*Computed from available statistics

Industrial Mix—1983

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
1,322.4	- - - -	- - - -
MANUFACTURING		
190.0	39.9	8.97
Machinery, except electrical—SIC 35		
25.4	- - - -	- - - -
Electric & electronic equipment—SIC 36		
18.8	- - - -	- - - -
Transportation equipment—SIC 37		
13.7	- - - -	- - - -
Food & kindred products—SIC 20		
24.1	- - - -	- - - -
Paper & allied products—SIC 26		
2.1	- - - -	- - - -
Printing & publishing—SIC 27		
18.9	- - - -	- - - -
Chemicals & allied products—SIC 28		
7.7	- - - -	- - - -

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Arvada 2, 3 (Denver)
Aurora (Denver)
Boulder 2, 4 (Denver)
Colorado Springs 1-3, 6, 9, 11, 14, 21, 24, 25, 28
Denver 1-5, 7-21, 23-29
Englewood 1, 3 (Denver)
Fort Collins 1, 4 (Cheyenne, WY)
Grand Junction 3, 11, 14, 19, 21, 22
Greeley 2, 4 (Denver)
Lakewood (Denver)
Littleton 1, 3 (Denver)
Loveland 2 (Fort Collins)
North Glenn (Boulder)
Pueblo 1-4, 21
Thornton (Denver)
Westminster 2 (Denver)
Wheat Ridge (Denver)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Denver & Rio Grande Western R.R.
4. Union Pacific System

Airlines

5. Air Midwest
6. America West
7. American
8. Arrow Air
9. Aspen Airways
10. Centennial Airlines
11. Continental
12. Delta
13. Eastern
14. Frontier Airlines
15. Mexicana
16. Northwest
17. Ozark

Your Business Future's Bright.

Aurora Planned It That Way.

You couldn't choose a better Colorado location for successful business operations. Aurora is a master-planned city that favors economic ventures. Fortune 500 companies are discovering the value of locating in Aurora, for both the business opportunities and the high-energy Colorado lifestyle.

Your business will benefit from the expanding markets of Denver and the Front Range. Aurora's extensive skilled labor force, secured utilities and transportation systems are further assurance that you have the resources to prosper. Aurora is a beautiful example of a progressive city offering business opportunities with an enviable lifestyle.

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AURORA
THE BRIGHT WAY

ECO Aurora, Inc.
14705. Havana St., Suite 812
Aurora, CO 80012
303/750-2500

Contact
Gregory D. Whitney, C.I.D.
Executive Director

Circle 121 on Brochure Service Card

The Greater Denver MetroNorth Market

Moving On The Future

Come chart solid business futures in the dynamic Denver MetroNorth Market—the 1,200-square mile landmass of Adams County spanning from the Rocky Mountains to the Front Range Airport.

It's a progressive, forward-thinking market, moving on the future with superior services, amenities, facilities and opportunities. We boast the nation's youngest and best educated population, reaching 2.5 million by 2000. AT&T, INA Insurance, Ball Aerospace, Sunstrand, Auto-trol Technology and American Hospital Supply are just a few that moved on the future in Adams County.

Utility costs and capacity are very favorable. A Class A hazardous waste facility will help business save thousands of dollars in annual shipping costs. There's excellent air, rail, truck and highway systems plus Stapleton International and Front Range general aviation airports. Families can find housing for every income level and enjoy lifestyle amenities like outdoor recreation or the arts.

Progressive, pro-business County and City governments helped bring about $2 billion in new developments. Another 300 available sites are listed in the Adams County Real Estate Data Bank.

Move on the future in the Greater MetroNorth Market. For more Adams County information contact:

Mr. Jack Keever
Adams County Economic Development, Inc.
The Ranch Commons
2000 West 120th Avenue, Suite Two
Denver, Colorado 80234
Telephone (303) 465-1744

Circle 119 on Brochure Service Card

COLORADO

18. Piedmont
19. Pioneer Airlines
20. Republic
21. Rocky Mt. Airways
22. Sky West Airlines
23. Southwest Airlines
24. Trans-Colorado Airlines
25. TWA
26. United
27. USAir
28. Western Airlines
29. Wien Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Arvada — 5eg
Aurora — 5eg
Boulder — 5eg
Colorado Springs — 1eg
Denver — 5eg
Englewood — 5eg
Fort Collins — 2e, 5g
Grand Junction — 5eg
Greeley — 3e
Lakewood — 5eg
Littleton — 5eg
Loveland — 4e, 5g
Northglenn — 5eg
Pueblo — 6e, 5g
Thornton — 5eg
Westminster — 5eg
Wheat Ridge — 5eg

1. Colo. Springs Dept. of Pub. Utilities
101 S. Conejos, Colorado Springs
80903
2. Ft. Collins Lt. & Power Dept.
700 Woods St., Box 580, Fort Collins
80522
3. Home Light & Power Co.
810 9th St., Box 8, Greeley 80631
4. Loveland Electric Div.
446 N. Garfield, Loveland 80537
5. Public Service Co. of Colorado
550 15th St., Denver 80202
6. Southern Colo. Power Centel Corp.
115 W. 2nd St., Box 75, Pueblo
81002

State Employment Security Agency

For additional labor market information: Div. of Employment, 1278 Lincoln St., Denver, 80203, 303/866-6328

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	365	2,152
Copper — metric tons (recov. cont. of ores, etc.)	W	W
Gem stones	NA	80
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W.
Gypsum	213	1,935
Molybdenum — thou. lbs.	W	W
Peat	W	W
Sand & gravel:		
Construction	23,800	85,000
Industrial	260	3,000
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	W	W
Stone:		
Crushed	6,800	26,300
Dimension	1	71
Combined value of carbon dioxide, cement, iron ore, lead, lime, perlite, salt, tungsten ore & concentrate, vanadium, zinc, and values indicated by symbol W		231,283
Grand Total Colorado 1983		**349,821**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Boulder	33	74	5460	790
Colorado Springs	29	71	6346	501
Denver	30	73	6014	680
Fort Collins	27	71	6483	471
Greeley	25	74	6442	647
Lakewood	31	73	5883	639
Pueblo	30	77	5465	1042

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Find out what we have to offer!

★ Numerous sites available, including Airport sites from 1 acre to ?? acres at prices unheard of in metropolitan areas.
- An unparalleled work ethic
- Utility rates among lowest in the nation
- 4 lane Hiway link to I-25
- Rail served sites available

Fremont County is located less than a 30 minute drive from Colorado Springs (Silicon Mountain) and I-25.

Colorado
Denver
Fremont County
• Colorado Springs
• Pueblo

Community Check List
✓ Location
✓ Labor Force
✓ Water
✓ Electric - Gas
✓ Transportation
✓ Education
✓ Recreation
✓ Financing
✓ Ind. Areas
✓ Gov. Attitude
✓ Taxes
✓ Housing
✓ Com. Attitude

Join the Crowd thinking COLORADO!

Home of electronics, ceramics, tools, cement, rocket and other firms.
For complete information contact:

Fremont County Economic Development Council
P.O. Box 366, Canon City, CO. Ph. 305/275-2331 Don Jacobson, CID, Ex. Dir.

Circle 122 on Brochure Service Card

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Schmitz, Steve, Dir.
Colorado Div. of Comm. & Dev.
State Centennial Bldg.
1313 Sherman St., Rm. 523
Denver, 80203
303/866-2205

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Aurora
Whitney, Gregory D., C.I.D., Exec. Dir.
ECO Aurora, Inc.
1470 S. Havana St., Ste. 812, 80012
303/750-2500

Canon City
Jacobson, Don, Exec. Dir.
Fremont Cty. Econ. Dev. Council
P.O. Box 366, 81212
305/275-2331

Colorado Springs
Devine, Jim
Econ. Dev. Council
Box B, Dept. 4, 80901
303/471-8183
Ringe, James D., Comm. Dev. Dir.
City of Colorado Springs
P.O. Box 1575, 80901
303/578-6910

Denver
Keever, Jack A., Pres.
Adams Cty. Econ. Dev.
2000 W. 120th Ave., Suite 2, 80234
303/465-1744
Leech, Richard G., V.P.
Forward Metro Denver
Denver Chamber of Comm.
1301 Welton St., 80204
303/534-3211

Loveland
Walker, Bill, Econ. Dev. Dir.
Chamber of Comm.
114 E. 5th, Box 58, 80537
303/667-6311

Pueblo
Greenberg, Richard, Pres.
Pueblo Econ. Dev. Corp.
P.O. Box 5807, 81002
303/544-2000

Thornton
Carpenter, John F., Econ. Dev. Dir.
City of Thornton
9500 Civic Center Dr., 80229
303/538-7220

PLANT LOCATION ADVERTISERS

offer you the best possible contacts for information on their areas.

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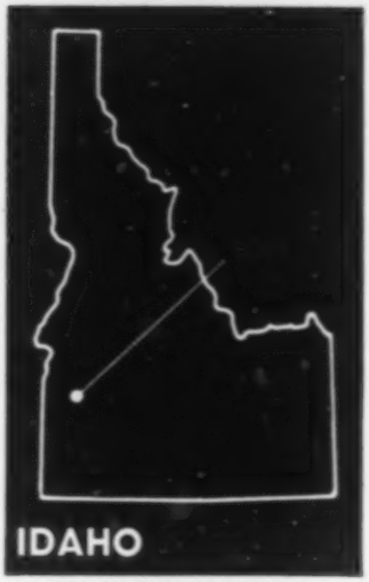


STATE INFORMATION:

Financial assistance to industry:
- Bonds for pollution control (local)
- Aid for job training
- Private Industry Council O.J.T.
- Industrial revenue bonds
- Investment tax credit of 3%
- Job expansion credit

Tax rates:
Corporate income tax 7.7%
Federal Internal Revenue Service Code followed with minor exceptions. $20 minimum payment.
Many deductions and credits.
Personal income tax 2%-7.5%
Personal property tax ....local only
Permanent bldg. fund tax flat rate ....$10 each year (each tax return)
Sales tax (many exemptions).......4.0%
Equipment utilized in mfg. process ....exempt from sales tax
Gasoline tax .... $.145/gal.

Advanced education facilities:
Four-year colleges & universities 6
Two-year or junior colleges..................4
Vocational & business schools..........6

Medical facilities:
Hospitals 45
Clinics...NA

Labor analysis:
High school graduates (1983)....12,400
Mfg. workers in union 18.5%
(nonagricultural employment)

Source: **Idaho Division of Economic and Community Affairs**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Dept. of Health & Welfare Div. of Environ., 450 W. State St., Boise, 83720, 208/334-4059

State Employment Security Agency

For additional labor market information: Dept. of Employment, P.O. Box 35, 317 Main St., Boise, 83735, 208/334-2620

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
IDAHO	943.9	1,003.5
Boise	102.5	112.0
Idaho Falls	39.6	NA
Lewiston	28.0	NA
Nampa	25.1	NA
Pocatello	46.3	48.0
Twin Falls	26.2	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Boise City	173.0	190.6

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

Employment Thousands	Weekly Hours	Hourly Earnings $
IDAHO		
56.2	37.9	9.62
Boise City		
10.6	NA	NA

NA = Not available

Unemployment

*Major Market Areas—9/84**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
IDAHO		
464.6	25.8	5.6
Boise City		
98.4	4.1	4.2

*Preliminary figures

Industrial Mix—1983

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
316.9	. . . .	. . . .
MANUFACTURING		
50.7	37.4	8.49
Fabricated metal products—SIC 34		
1.7	. . . .	. . . .
Machinery, except electrical—SIC 35		
5.0	. . . .	. . . .
Electric & electronic equipment—SIC 36		
2.0	. . . .	. . . .
Food & kindred products—SIC 20		
16.1	36.8	7.46
Paper & allied products—SIC 26		
1.6	. . . .	. . . .
Printing & publishing—SIC 27		
3.2	. . . .	. . . .
Chemicals & allied products—SIC 28		
3.4	. . . .	. . . .

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Boise 2, 4, 6-8, 11-13
Idaho Falls 2, 4, 5, 7-10, 12

Lewiston 1, 3
Nampa 2 (Boise)
Pocatello 2, 4, 7, 8, 10
Twin Falls 2, 8, 10

Railroads

1. Burlington Northern R.R. Co.
2. Union Pacific System

Airlines

3. Big Sky Airlines
4. Cascade Airways
5. Continental
6. Empire Airways
7. Frontier Airlines
8. Horizon Airlines
9. Pioneer Airlines
10. Sky West Airlines
11. United
12. Western Airlines
13. Wien Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Boise — 2e, 3g
Idaho Falls — 1e, 3g
Lewiston — 4eg
Nampa — 2e, 3g
Pocatello — 2e, 3g
Twin Falls — 2e, 3g

1. Idaho Falls Elec. Light Div.
   Box 220, Idaho Falls 83402
2. Idaho Power Co.
   1220 Idaho St., Box 70, Boise 83707
3. Intermountain Gas Co.
   555 S. Cole Rd., P.O. Box 7608,
   Boise 83707
4. Washington Water Power Co.
   1411 E. Mission Ave., Box 3727
   Spokane, WA 99220

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Boise	30	75	5802	742
Idaho Falls	19	69	7995	288
Lewiston	32	74	5436	734
Pocatello	24	71	7123	445

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Antimony ore & concentrate, antimony cont. — short tons	600	W
Clays	8	93
Copper — metric tons (recov. cont. of ores, etc.)	3,592	6,098
Gem stones	NA	100
Lead — metric tons (recov. cont. of ores, etc.)	27,286	13,234
Phosphate rock — thou. metric tons	4,794	135,200
Sand & gravel (construction)	3,100	10,800
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	18,911	217,476
Stone (crushed)	1,800	6,500
Combined value of cement, garnet (abrasives), gold, gypsum, lime, perlite, pumice, sand & gravel (industrial), stone (dimension), vanadium, zinc, and values indicated by the symbol W		44,975
Grand Total Idaho 1983		**434,478**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Porter, Dr. David O., Admin.
Div. of Econ. & Comm. Affairs
Capitol Bldg., Rm. 108, Boise, 83720
208/334-2470

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Boise
Hahn, Richard
Idaho Power Co.
P.O. Box 70, 83707
208/383-2513

STATE INFORMATION:

Financial assistance to industry:

Reduced property assessment (up to 50% of taxable value) for first ten years of operation

Reduced property tax rate (65% reduction) for first three years of operation

Corporate license tax credit for first three years of operation, equal to 1% of new wages paid

Reduced taxes for pollution control equipment (3% of market value)

No inventory tax

No property tax on "freeport merchandise," in-transit merchandise stored temporarily in Montana

Umbrella industrial revenue bonds with long-term, fixed rate, tax exempt financing to businesses for projects under $800,000 (funds to be applied toward land, buildings, or equipment)

State stand-alone industrial revenue bonds for tax-exempt debt financing of projects over $800,000

In-state investment of 25% of Montana's coal tax trust fund in small- & medium-sized businesses (approximately $15 million annually)

In-state debt & equity investment of pension & other trust fund monies

State-certified Montana Capital Companies to provide venture or equity capital to small Montana businesses

Renewable energy & water development grant & loan programs

Business Development Assistance for information on training opportunities, federal contract leads, & sources of grant & loan funds. Related programs for assistance in financial packaging, marketing, product testing & development, quality control, business location, & international exportation

Tax rates:
Corporate income tax ______________ 6¾% of net income
Personal income tax ________ 2%-11% of taxable income
Property tax ______________ varies locally
Inventory tax ______ 4.0% market value
(no inventory tax after 12/31/82)
Equip. & machinery tax ________________ same as property

Advanced education facilities:
Four-year colleges & universities 9
Two-year or junior colleges.................3
Vocational & business schools..........5

Source: **Montana Department of Commerce**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Donald G. Willems, Admin., Environ. Sciences Div., Montana Dept. of Health & Environ. Sciences, Cogswell Bldg., Capitol Station, Helena, 59620, 406/444-3948

State Employment Security Agency

For additional labor market information: Employment Security Div., Lockey & Roberts Sts., P.O. Box 1728, Helena, 59620, 406/444-4500

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
MONTANA	786.7	822.6
Billings	66.8	72.1
Butte-Silver Bow	37.2	NA
Great Falls	56.7	56.5
Missoula	33.4	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Billings	108.0	117.5
Great Falls	80.7	80.5

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
MONTANA	21.0	40.2	10.67

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MONTANA	407.4	25.1	6.2

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Billings 7/84
Office, professional & technical	
Payroll clerks	*7.89
Secretaries	8.66
Stenographers	(a)8.60
Switchbd opr-recept's	*6.24
Drafters V	(a)13.38
Electronics technician	(a)14.23
Computer operators	*6.17
Computer programmers (business)	(b)9.74
Maintenance & powerplant (men)	
Electricians	13.81
Engineers, stationary	12.38
Machinists	NA
Mechanics (machinery)	(a)11.88
Custodial & material movement (men)	
Janitors, porters & cleaners	*8.91
Laborers, mat'l handling	NA
Ship & receiving clerks	(b)6.77
Truckdrivers	*11.95

*Computed from available statistics
(a) Mfg. & nonmfg. combined
(b) Nonmanufacturing

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	269.9	. . . .	. . . .
MANUFACTURING	20.9	39.7	10.42
Food & kindred products—**SIC 20**	3.7	37.9	8.42

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Billings 1, 3, 5-11
Butte-Silver Bow 1-3, 11
Great Falls 1, 7, 8, 10, 11
Missoula 1, 7, 8, 11

Railroads

1. Burlington Northern R.R. Co.
2. Union Pacific System

Airlines

3. Big Sky Airlines
4. Cascade Airways
5. Centennial Airlines
6. Continental
7. Frontier Airlines
8. Northwest
9. Pioneer Airlines
10. United
11. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Billings — 2e, 1g
Butte-Silver Bow — 2eg
Great Falls — 2e
Missoula — 2eg

1. Montana-Dakota Utilities Co.
   400 N. 4th St., Bismarck, ND 58501
2. Montana Power Co.
   40 E. Broadway, Butte 59701

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Antimony — short tons	250	W
Clays	166	5,075
Copper — metric tons (recov. cont. of ores, etc.)	33,241	56,429
Gem stones	NA	300
Gold — troy ozs. (recov. cont. of ores, etc.)	71,305	30,305
Lead — metric tons (recov. cont. of ores, etc.)	1,144	555
Lime	46	2,426
Sand & gravel (construction)	5,000	9,500
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	6,040	69,460
Stone: Crushed	1,300	5,000
Combined values of barite, cement, graphite, gypsum, iron ore, peat, phosphate rock, sand & gravel (industrial), stone (dimension), talc, vermiculite, and values indicated by symbol W		61,269
Grand Total Montana 1983		**240,319**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Billings	21	72	7212	553
Great Falls	19	69	7766	391
Missoula	21	67	7839	216

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

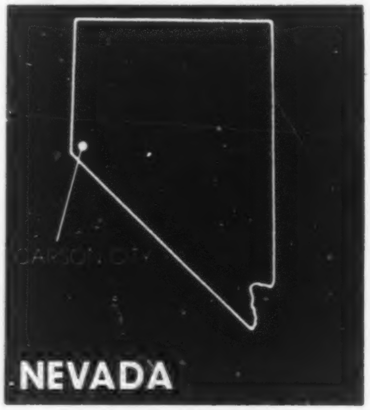
Duffey, William F., Loc. Off.
Bus. Assistance Div.
Montana Dept. of Comm.
1424 9th Ave.
Helena, 59620
406/444-3923

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Great Falls
Buttress, Stephen M., C.I.D., Exec. Dir.
Great Falls Econ. Dev. Corp.
4307 N. Star Blvd.
Box 390, 59403
406/761-2285



STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings (city, county, & state)
- Bonds for pollution control
- "Free Port" law
- "Right-to-Work" law

Tax rates:
- No personal, corporate, or inheritance taxes
- Property tax....................varies locally
- Sales tax............5¾% (food for home use, prescribed drugs & medicines, & gasoline are exempt) (Washoe County............6%)

Advanced education facilities:
- Four-year colleges & universities 3
- Two-year or junior colleges.................4
- Vocational & business schools..........4

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1984 —Thousands—
NEVADA	799.2	904.6
Carson City	32.0	35.3
Las Vegas	164.7	181.4
North Las Vegas	42.7	48.9
Reno	100.8	110.2
Sparks	40.8	44.8

NA = not available

NEVADA

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Las Vegas	461.8	529.3
Reno	193.6	213.4

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEVADA	20.3	39.6	9.24
Las Vegas	7.7	39.7	11.53
Reno	7.8	NA	NA

NA = not available

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands*	Unemployed Thousands	Unemployment Percent
NEVADA	501.9	38.7	7.7
Las Vegas	281.9	25.6	9.1
Reno	135.5	7.1	5.3

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Security Dept., Capitol Complex, Carson City, 89710, 702/885-4550

ENVIRONMENT CONTROLS:

Air & Water Pollution

Nevada State Dept. of Conservation & Natural Resources, Nye Bldg., 201 S. Fall St., Carson City, 89710, 702/885-4670

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	404.9	....	....
MANUFACTURING	19.0	38.8	9.02
Primary metal industries—**SIC 33**	1.0	41.4	14.05
Food & kindred products—**SIC 20**	1.5	....	....
Printing & publishing—**SIC 27**	3.1	37.8	8.26
Chemicals & allied products—**SIC 28**	0.7	....	....

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Carson City (Reno)
Las Vegas 2-5, 7-10, 12-35
North Las Vegas (Las Vegas)
Reno 1, 2, 6, 8, 11, 15, 16, 25, 26, 28, 31, 33-35
Sparks 1 (Reno)

Railroads

1. Southern Pacific Lines
2. Union Pacific System

Airlines

3. Air Cortez
4. Air Nevada
5. Air Resorts
6. Aircal
7. America West
8. American
9. Braniff
10. Capitol Air
11. Cascade Airways
12. Connectair
13. Continental
14. Delta
15. Eastern
16. Frontier Airlines
17. Golden Pacific
18. Havasu Airlines
19. Las Vegas Airlines
20. Muse Air
21. Northeastern Int'l
22. Northwest
23. Ozark
24. Pacific Coast Airlines
25. Pacific Southwest
26. Republic
27. Scenic Airlines
28. Sky West Airlines
29. Southwest Airlines
30. Sun West Airlines
31. Sunworld Int'l Airways
32. TWA
33. United
34. Western Airlines
35. Wein Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Carson City — 2e, 3g
Las Vegas — 1e, 3g
North Las Vegas — 1e, 3g
Reno — 2e
Sparks — 2e

1. Nevada Power Co.
   6226 W. Sahara Ave., Box 230
   Las Vegas 89151
2. Sierra Pacific Power Co.
   100 E. Moana La., Box 10100, Reno 89520
3. Southwest Gas Corp.
   5241 Spring Mtn. Rd.. Las Vegas 89102

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Barite	651	20,004
Clay	51	1,337
Gem stones	NA	1,200
Gold — troy ozs. (recov. cont. of ores, etc.)	732,915	311,489
Gypsum	759	5,567
Iron ore	W	W
Mercury — 76-lb. flasks	25,000	W
Sand & gravel (construction)	7,900	16,000
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	2,962	34,063
Stone (crushed)	1,200	4,000
Combined value of copper, cement (portland), diatomite, fluorspar, lead, lime, lithium compounds, magnesite, perlite, salt, sand & gravel (industrial), and values indicated by symbol W		108,005
Grand Total Nevada 1983		**501,665**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Las Vegas	45	90	2532	3029
Reno	32	70	6030	357

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Grose, Andrew P., Dir.
Commission on Econ. Dev.
Capitol Complex
Carson City, 89710
702/885-4325
or 800/336-1600

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Carson City

Shriver, Robert E., Exec. Dir.
Northern Nev. Dev. Auth.
P.O. Box 140, 87902
702/883-4441

Las Vegas

Sandstrom, Gerald R., Assoc. Dir.
Nev. Dev. Auth.
P.O. Box 11128
McCarran Airport
P.O. Box 11128, 89111
702/739-8222

Reno

Dill, Shelby L., C.I.D., Exec. Dir.
Econ. Dev. Auth. of Western Nev.
P.O. Box 12541, 89510-2541
702/322-4004

Lewis, Bob J., Admin. Svcs. Mgr.
Sierra Pacific Power Co.
100 E. Moana Ln.
P.O. Box 10100, 89520
702/789-4206

Wolfe, Hans R., Area Dev. V.P.
First Interstate Bank of Nev.
P.O. Box 11007, 89520
702/784-3401

MINT
El Cortez

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After searching the west, GTE Systems decided to brighten the lights of Las Vegas with their battery division.

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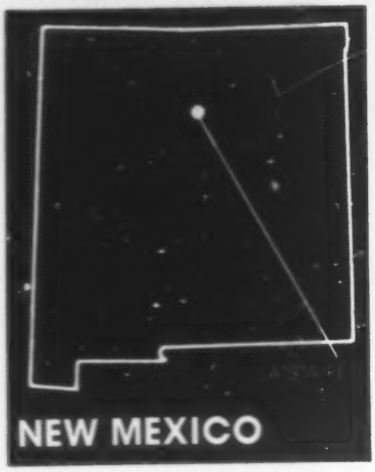
When it came to weather, lithium battery manufacture requires an extremely low humidity factor. And the comfortably dry climate of Las Vegas was a natural.

Next was the business climate. Nevada's favorable corporate tax structure proved most appealing compared to many states. And while a strong work ethic labor force was readily available for assembly, engineers brought in from Massachusetts were impressed with the lifestyle opportunities in Nevada. In addition to the fun and excitement of "the bright lights", Nevada's wide open spaces make almost any outdoor activity possible and convenient.

Maybe Nevada offers the right climate to make your business thrive. For more information call Andy Grose, toll free, (800) 336-1600. Or write, Commission on Economic Development, Capitol Complex, Carson City, Nevada 89710.

NEVADA
NEVADA'S GOT IT

Circle 128 on Brochure Service Card



STATE INFORMATION:

Financial assistance to industry:

- Below market rate loan program
- State guaranteed 90-10 program for SBA loans
- Industrial revenue bonds
- Development training program: pre-employment training, on-the-job training, recruitment assistance

Tax rates:

- Corporate income tax .... 4.8% on income up to $1 million (annual); $48,000 plus 6% of the excess over $1 million on income of $1-$2 million; $108,000 plus 7.2% of excess over $2 million on income exceeding $2 million.
- Corporate franchise tax .... $.60 per $1,000 of net worth (annual) of domestic & foreign corporations-for-profit.
- Gross receipts & compensating tax .... 3.75% (up to an additional) 1% may be imposed locally)
- Property tax .... ad valorem (assessment ratio: 33⅓%)
- Inventory tax .... business inventories are exempt
- Personal income tax .... graduated rate

Advanced education facilities:

Four-year colleges & universities	10
Two-year or junior colleges	13
Vocational & business schools	13

Source: **New Mexico Economic Development & Tourism Dept.**

ENVIRONMENT CONTROLS:

Air Pollution

Health & Environ. Dept., Environ. Improvement Div., Air Quality Bureau, P.O. Box 968, 809 St. Michaels Dr., Santa Fe, 87503, 505/984-0200 ext. 390

Water Pollution

Health & Environ. Dept., Environ. Improvement Div., Water Pollution Control Bureau, (same address as above), 505/984-0200 ext. 318

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
NEW MEXICO	1,300.0	1,416.7
Albuquerque	331.8	356.5
Carlsbad	25.5	NA
Clovis	31.2	NA
Farmington	30.7	NA
Hobbs	28.8	NA
Las Cruces	45.1	49.0
Roswell	39.7	NA
Santa Fe	48.9	53.3

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Albuquerque	454.5	455.8
Las Cruces	96.3	106.4
Santa Fe	NA	100.8

NA = Not available

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW MEXICO	35.8	39.9	8.03
Albuquerque	19.8	39.5	7.81
Las Cruces	4.0	NA	NA

NA = not available

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW MEXICO	631.2	47.0	7.4
Albuquerque	245.3	16.0	6.5
Las Cruces	46.3	3.4	7.3

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Security Dept., P.O. Box 1928, 401 Broadway, N.E., Albuquerque, 87103, 505/842-3105

Industrial Mix—1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	478.1	....	....
MANUFACTURING	34.4	39.6	7.62
Electric & electronic equipment—**SIC 36**	4.8	....	....
Transportation equipment—**SIC 37**	3.9	....	....
Food & kindred products—**SIC 20**	3.9	....	....

Roswell's climate is great... and the weather's real nice too

OUTSTANDING BUSINESS CLIMATE

- Abundant, low-cost energy supplies
- Non-depleting water supply
- Centrally located in sunbelt market
- Favorable tax rates
- Low labor costs - strong labor force

UNBEATABLE "PEOPLE" CLIMATE

- Sunshine 334 days a year
- Pleasant "Four-Season" climate
- Low cost of living
- Abundant housing
- Excellent educational systems
- Non-existant pollution

Roswell New Mexico
"bright spot of the Sunbelt"

Janet Seagrave, C.I.D.
Economic Development Division
Roswell Chamber of Commerce
P. O. Drawer 70
Roswell, NM 88201
(505) 623-5695

Circle 127 on Brochure Service Card

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Albuquerque 1, 3-6, 11-13, 15-20
Carlsbad 1, 3
Clovis 1, 3
Farmington 3, 7, 11, 12
Hobbs 2, 3, 12
Las Cruces 1, 4
Roswell 1, 3, 12
Santa Fe 1, 8, 14

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Union Pacific System

Airlines

3. Air Midwest
4. Airways of New Mexico
5. America West
6. American
7. Aspen Airways
8. Continental
9. Delta
10. Eastern
11. Frontier Airlines
12. Mesa Air Shuttle
13. Pacific Southwest
14. Pioneer Airlines
15. Ross Aviation
16. Southwest Airlines
17. Trans-Colorado Airlines
18. TWA
19. United
20. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albuquerque — 5e, 6g
Carlsbad — 7e, 6g
Clovis — 7e, 6g
Farmington — 2e, 6g
Hobbs — 7e, 3g
Las Cruces — 1e, 4g
Roswell — 7e, 6g
Santa Fe — 5e, 6g

1. El Paso Electric Co.
   303 N. Oregon, Box 982, El Paso, TX 79960
2. Farmington Electric Utility
   P.O. Box 900, Farmington 87499
3. Hobbs Gas Co.
   110 S. Fowler, Hobbs 88240
4. Las Cruces Gas System
   P.O. Drawer CLC, Las Cruces 88004
5. Public Service Co. of New Mexico
   Alvarado Sq., Albuquerque 87158
6. Southern Union Co.
   1800 Interfirst Two Bldg., Dallas, TX 75270
7. Southwestern Pub. Service Co.
   6th at Tyler, Box 1261, Amarillo, TX 79170

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Albuquerque	35	79	4414	1254
Clovis	37	77	4076	1194
Hobbs	43	80	2881	1838
Roswell	41	81	3126	1863

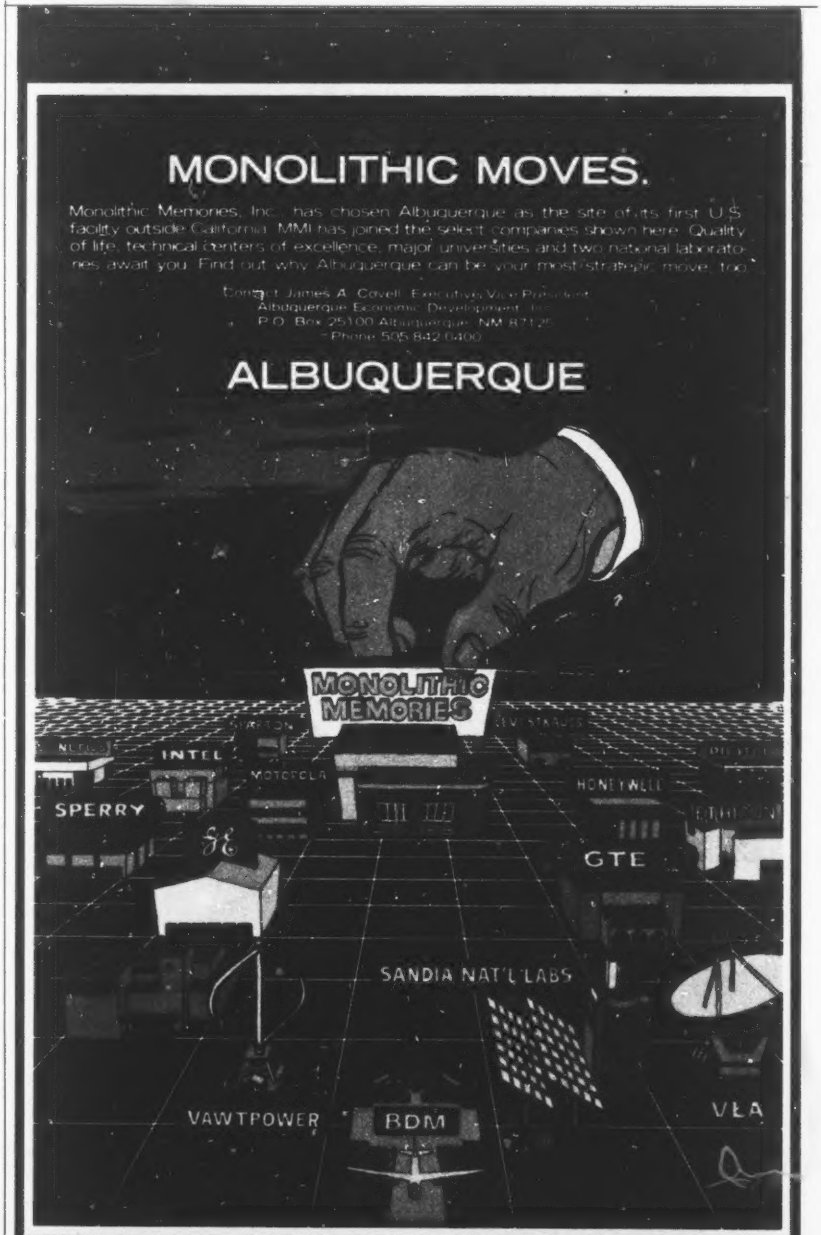
RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. fire clay)	52	98
Gem stones	NA	200
Gypsum	229	1,091
Perlite	400	13,245
Potassium salts — thou. metric tons	1,135	157,300
Pumice	144	1,041
Sand & gravel (construction)	6,800	18,400
Silver — thou. troy ozs.	1,513	17,400
Stone:		
Crushed	3,000	12,000
Dimension	26	172
Combined value of carbon dioxide, cement, clays (fire clay), copper, gold, helium (Grade A), lead, lime, mica (scrap), molybdenum, and salt		286,054

Grand Total New Mexico 1983.....507,001

* = thousand short tons except as noted
NA = not available



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Contact James A. Covell, Executive Vice President
Albuquerque Economic Development, Inc.
P.O. Box 25100 Albuquerque, NM 87125
Phone 505 842-0400

ALBUQUERQUE

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NEW MEXICO/UTAH

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Autrey, Russel, Sec'y
Econ. Dev. Div.
New Mexico Comm. & Ind. Dept.
Bataan Memorial Bldg.
Santa Fe, 87503
505/827-5571
Telex: 910-985-0512

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Albuquerque
Covell, James A., C.I.D., Exec. V.P.
Albuquerque Ind. Dev. Svc., Inc.
P.O. Box 25100, 87125
505/842-0400

Cusack, Michael H., Econ. Dev. Admin.
Public Svc. Co. of N. Mex.
Alvarado Sq., 87158
505/848-4664

Clovis
Thompson, Gordon, Exec. Dir.
Clovis Ind. Cmsn.
215 Main, P.O. Drawer C, 88101
505/763-7363

Las Cruces
Dutton, William A., Dir.
Gtr. Las Cruces Econ. Dev. Council
P.O. Drawer 519, 88004
505/524-1745

Roswell
Seagrave, Janet, C.I.D.
Econ. Dev. Dir.
Roswell Chamber of Comm.
131 W. 2nd, Drawer 70, 88201
505/623-5695

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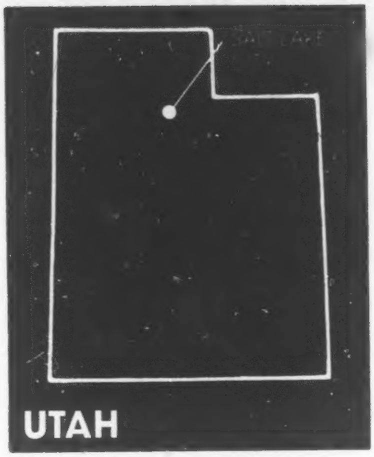


STATE INFORMATION:

Financial assistance to industry:
- Revenue bonds for capital asset financing
- Revenue bonds for pollution control
- Aid for job training
- No inventory tax

Tax rates:

Corporate income tax	5% taxable income (min. $50.00)
Personal income tax	2¾-7¾%
Personal property tax	varies locally

Sales tax:

State	4.625%
Local option of up to	1.125%
Local transit district	0.25%

Advanced education facilities:

Four-year colleges & universities	6
Two-year or junior colleges	3
Vocational & business schools	10

Source: **Utah Department of Development Services**

Environment Controls

Air Pollution

Brent C. Bradford, Dir., Bureau of Air Quality, P.O. Box 45500, Salt Lake City, 84145, 801/533-6108

Water Pollution

Calvin K. Sudweeks, Dir., Bureau of Water Pollution Control, (same address as above), 801/533-6146

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1984
UTAH	1,461.0	1,642.4
Bountiful	32.9	NA
Logan	26.8	NA
Murray	25.8	NA
Ogden	64.4	66.4
Orem	52.4	60.6
Provo	73.9	83.3
Salt Lake City	163.0	166.9
Sandy City	51.0	60.9
West Jordan	26.8	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980 —Thousands—	Estimate 1984
Provo—Orem	218.1	252.8
Salt Lake City—Ogden	936.3	1,008.1

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
UTAH	96.0	39.9	9.10
Salt Lake City—Ogden	65.3	40.1	8.99

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
UTAH	727.1	40.5	5.6
Salt Lake City—Ogden	473.7	24.7	5.2

State Employment Security Agency

For additional labor market information: Job Service, 174 Social Hall Ave. or P.O. Box 11249, Salt Lake City, 84147, 801/533-2710

Industrial Mix—1983

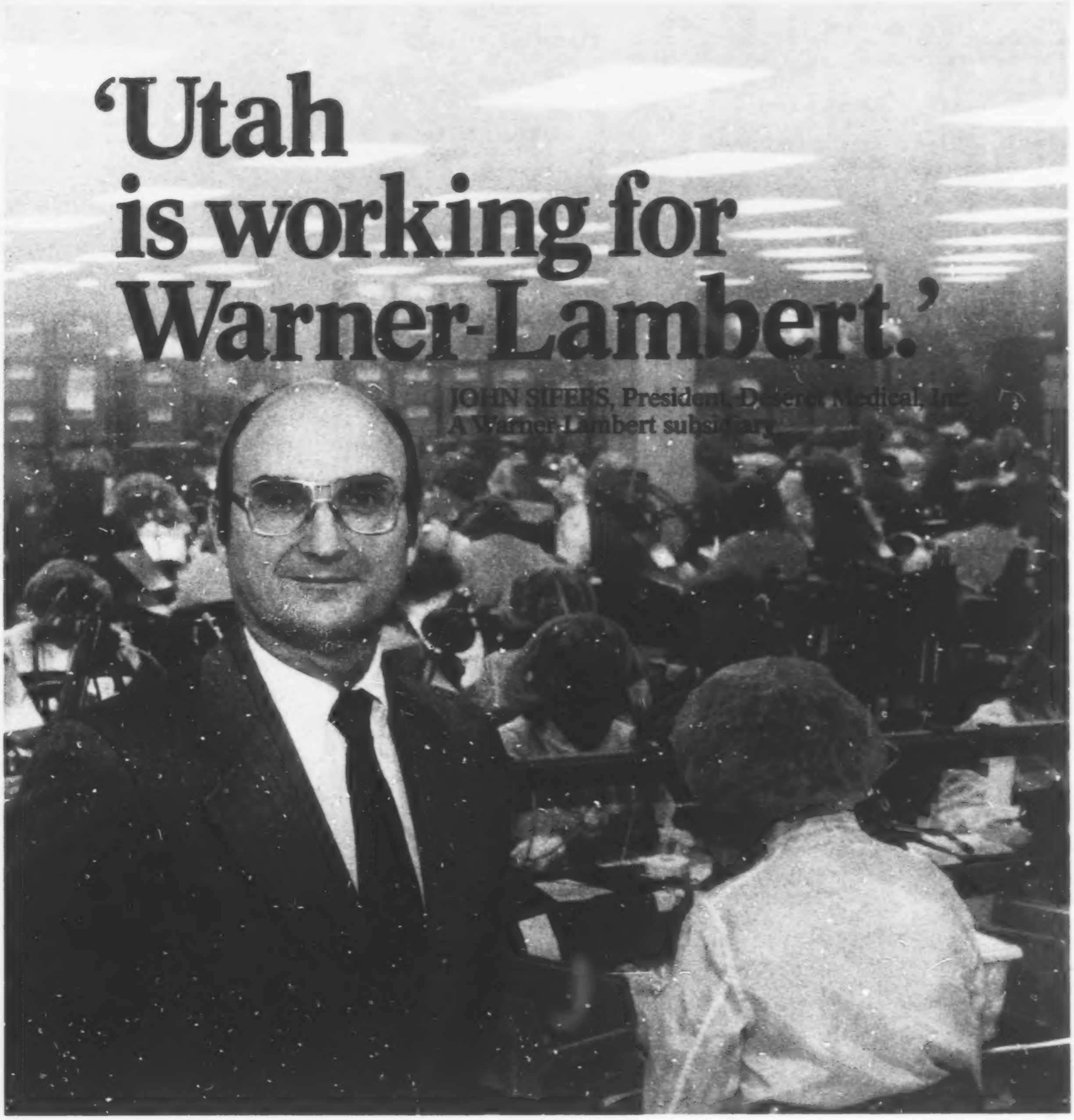
	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT	566.3	....	....
MANUFACTURING	85.3	39.4	8.71
Primary metal industries—**SIC 33**	5.8	38.5	13.58
Electric & electronic equipment—**SIC 36**	8.0	....	....
Transportation equipment—**SIC 37**	11.0	43.3	10.42
Food & kindred products—**SIC 20**	8.7	39.2	7.84

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Salt Lake City-Ogden 11/82
Office, professional & technical	
Clerks, payroll	6.74
Secretaries	7.58
Stenographers	*7.44
Switchbd opr-recept's	5.49
Drafters V	11.01
Electronic technicians	8.91
Computer operators	7.39
Computer programmers (business)	10.08
Maintenance & powerplant (men)	
Carpenters	(a)11.70
Electricians	11.61

'Utah is working for Warner-Lambert.'



JOHN SIFERS, President, Deseret Medical, Inc.
A Warner-Lambert subsidiary

"Maintaining our position as a world leader in the manufacture of disposable medical devices means a lot of dedicated people are doing a lot of things right. We've got 2,000 dedicated and motivated employees at Deseret Medical in Utah doing things right... in research, product development and manufacturing. Utah... it's working for us."

Experience Utah!

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For information on how Utah's advantages, style of work and style of life can work for your large or small company, call or write the Utah Economic Development Division, 6150 State Office Building, Dept. PL5. Salt Lake City, UT 84114. Phone: 1-800-453-8824.

Circle 129 on Brochure Service Card

Engineers, stationary	(a)10.45
Machinists	12.00
Mechanics (machinery)	10.31
Tool & die makers	11.26
Custodial & material movement (men)	
Guards & watchmen	6.93
Janitors, porters & cleaners	7.17
Laborers, material handling	6.44
Shipping & receiving clerks	8.47
Truckdrivers	8.52
Forklift operators	7.48

*Computed from available statistics
(a) Mfg. & nonmfg. combined

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (S) = Salt Lake City

Bountiful (S)
Logan 3 (S)
Murray 1, 3 (S)
Ogden 1, 2, 3 (S)
Orem (Provo)
Provo 1, 3 (S)
Salt Lake City 1, 3, 4-17
Sandy City (S)
West Jordan 1 (S)

Railroads

1. Denver & Rio Grande Western R.R.
2. Southern Pacific Lines
3. Union Pacific System

Airlines

4. Alpine Aviation
5. American
6. Aspen Airways
7. Continental
8. Delta
9. Eastern
10. Frontier Airlines
11. Horizon Air
12. Republic
13. Sky West Airlines
14. TWA
15. United
16. Western
17. Wien Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bountiful — 1e, 3g
Logan — 2e, 3g
Murray — 4e, 3g
Ogden — 6e, 3g
Orem — 6e, 3g
Provo — 5e, 3g
Salt Lake City — 6e, 3g
Sandy — 6e, 3g
West Jordan — 6e, 3g

1. Bountiful City Lt. & Power
198 S. 200 West, Bountiful 84010
2. Logan City Munic. Lt. & Pwr.
61 W. 100 North St., Logan 84321
3. Mountain Fuel Supply Co.
180 E. 1st South St., Salt Lake City 84139
4. Murray City Power Dept.
153 W. 4800 South, Murray City 84107
5. Provo City Power Dept. of Utilities
251 W. 800 North, Provo 84601
6. Utah Power & Light Co.
1407 W. N. Temple St., Box 899, Salt Lake City 84110

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. fuller's earth)	206	1,261
Copper — metric tons (recov. cont. of ores, etc.)	167,510	284,358
Gem stones	NA	80
Gold — troy ozs. (recov. cont. of ores, etc.)	237,930	101,120
Gypsum	267	2,906
Lime	292	15,720
Salt	747	15,579
Sand & gravel (construction)	9,700	17,400
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	4,259	48,978
Stone:		
Crushed	4,300	21,000
Dimension	3	250
Combined values of asphalt (native), beryllium concentrate, cement, clays (fuller's earth), iron ore, magnesium compounds, molybdenum, perlite, phosphate rock, potassium salts, sodium sulphate, and vanadium		150,929
Grand Total Utah 1983		**659,581**

* = thousand short tons except as noted
NA = not available

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Ogden	29	77	5866	955
Salt Lake City	29	78	5802	981

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Director
Utah Econ. Dev. Div.
6150 State Office Bldg.
Salt Lake City, 84114
801/533-5325
or 800/453-8824

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Ogden
Barton, Jon R., Asst. Dir.
Weber Cty. Ind. Dev. Corp.
205 26th St., Ste. 11, 84401
801/627-1333

Provo
Majewski, Michael J., Econ. Dev. Coord.
Provo City Corp.
P.O. Box 1849, 84603
801/375-1822

Salt Lake City
Birdsall, Gary W., Mkt. Dev. Dir.
Mountain Fuel Supply
180 E. First S., 84139
801/534-5286

Jensen, LaVell J., Area Dev. Dir.
Utah Power & Light Co.
P.O. Box 899, Rm. 3311, 84110
801/535-4174

Wolkins, Don, Dir.
Land & Ind. Dev.
Upland Industries Corp.
50 S. Main, Ste. 1080, 84144
801/363-5111

If you don't read this, you'd better hope someone else does.

Suppose an employee sitting across from you at lunch suddenly started choking. Would you know what to do?

If you, or someone else, didn't act quickly, that person might die. And how can you act quickly, if you don't know what to do?

That's why the Red Cross offers CPR and First Aid courses that teach your employees what to do in an emergency.

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So call them. You never know when you'll be glad you did.

American Red Cross
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STATE INFORMATION:

Financial assistance to industry:

- Industrial revenue bonds
- Local dev. corporations & councils
- Bonds for pollution control
- No personal or corporate tax
- State small business financing

Tax rates:

Personal property tax of market value	.89%
Sales tax (Additional 1% at county option)	3%
Use tax (Additional 1% at county option)	3%
Franchise & incorporation tax	graduated
Gasoline tax	$.08/gal.
Gasohol	$.04 exemption

Advanced education facilities:

Four-year colleges & universities	1
Two-year or junior colleges	7
Vocational & business schools	8

Medical facilities:

Hospitals	28
Clinics	NA

Labor analysis:

High school graduates	6,000
Mfg. workers in unions	21%

Source: **Wyoming Department of Economic Planning and Development**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Robert E. Sundin, Dir., Dept. of Environ. Quality, Herschler Bldg., Cheyenne, 82002, 307/777-7937

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	Thousands	
WYOMING	470.8	517.5
Casper	51.0	55.5
Cheyenne	47.3	49.8

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	Thousands	
Casper	71.9	77.9

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

Employment Thousands	Weekly Hours	Hourly Earnings $
WYOMING		
9.0	43.2	8.99

Unemployment

*Major Market Areas—9/84**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
WYOMING		
260.7	12.2	4.7

State Employment Security Agency

For additional labor market information: Employment Security Cmsn., ESC Bldg., Center & Midwest Sts., P.O. Box 2760, Casper, 82601, 307/235-3650

Wyoming

Industrial Mix—1983

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
203.4	....	....
MANUFACTURING		
8.2	36.9	8.72

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Casper 1, 2, 4-8
Cheyenne 1, 3, 5, 6

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Union Pacific System

Airlines

4. Big Sky Airlines
5. Frontier Airlines
6. Rocky Mt. Airways
7. United
8. Western

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Casper — 3e, 2g
Cheyenne — 1eg

1. Cheyenne Lt., Fuel & Pwr. Co.
   108 W. 18th St., Cheyenne 82003
2. Northern Utilities Inc.
   441 S. Center St., Casper 82601
3. Pacific Power & Light Co.
   920 S.W. Sixth Ave., Portland, OR 97204

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	2,084	48,283
Gem stones	NA	250
Gypsum	328	3,459
Sand & gravel (construction)	2,500	8,000
Stone (crushed)	2,800	8,800
Combined value of cement (portland), iron ore, lime, and sodium carbonate		541,197
Grand Total Wyoming 1983		**609,989**

* = thousand short tons
NA = not available

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Casper	22	71	7642	457
Cheyenne	26	69	7310	309

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Logan, John, Ind. Dev. Div. Dir.
Dept. of Econ. Plng. & Dev.
Herschler Bldg., 3rd Fl.
Cheyenne, 82002
307/777-7285

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Cheyenne

Dettmann, Floyd J., Mgr.
Land & Ind. Dev.
Upland Industries
1805 Capitol Ave., Ste. 204, 82001
307/634-5647

Miller, Harold M., Exec. Dir.
Ind. Dev. Assn. of Cheyenne
2101 O'Neil Ave., 82001
307/637-6385

Cody

Schilling, Bill, Dir.
Cody Econ. Dev. Council
P.O. Box 2777E, 82414
307/587-2839

Rawlins

Alguire, Frank, Dir.
Carbon Cty. Econ. Dev. Corp.
Carbon Bldg., Ste. 325, 82301
307/328-2851

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Regional Review:

By Pamela C. Lunt, editor

POPULATION KEY
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100,000 to 250,000
50,000 to 100,000
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The Pacific States region of the U.S. can probably claim to have the most attractive stretch of shoreline in the world—a natural resource that helps to make the region a desirable place to live in and a profitable place in which to do business.

1984 saw a generally favorable economic climate for the region: most of the states' sectors followed along on the coattails of the continuing national recovery. The individual state governments continued taking active roles in luring new businesses to their areas—all the states' governments currently offer incentives to business in the forms of loans and tax breaks.

California. California is the leader in the electronics, computers, and aerospace industries in the region. This business edge, when combined with a labor workforce of over 12 million people, aids in making the state's economy the eighth largest in the world. This was marked in 1984 by the more than $2.5 billion in new capital investments and the 108,790 new jobs generated by the efforts of the Department of Economic and Business Development. Another result of the improved conditions was the infusion of $1 billion for education.

Unemployment rates in the state followed the national trend downward—as of Sept. 1984 the recorded rate was 7.5%, just over the national average of 7.3% for that date. The metro areas of Anaheim-Santa Ana-Garden Grove and San Jose had the lowest area rates, rating 4.5% and 4.8% respectively. This is a continuation of the positive trend for San Jose, a metro market that was ranked the most affluent in the U.S. in 1981.

Internationally, California is in a prime position to trade with Pacific Rim countries. Following the U.S. itself, the state is the second-leading trading partner with Japan selling it over $7 billion worth of goods. To facilitate the international business, foreign trade zones are located in San Jose, San Francisco, Oakland, and Long Beach.

State legislation assisting new business included the signing of the Nolan and Waters bills in March 1984—two bills that will pave the way for the designation of up to 28 enterprise zones, creating tax advantages in economically depressed areas. Other incentives already in operation include job training assistance available through the Employment Training Panel and low-interest financing to business through industrial development bonds.

Oregon. After having gone through several years of recession, Oregon continued to show signs of recovery in 1984. This recovery can be attributed to the state's economic growth plan, its computerized information system for identifying commercial and industrial properties, and various kinds of financial assistance.

One program offering financial aid to business is the Oregon Business Development Fund (OBDF), passed in April 1983. OBDF is designed to provide financing for land, buildings, fixed equipment and machinery, research and development, and working capital to small and mid-sized businesses. Industrial development revenue bonds are another source of financial aid for industrial users in new and expanding businesses in Oregon.

Aside from state assistance for new business, Oregon can boast about a low turnover rate in the labor force; an attractive lifestyle; and an excellent educational system comprised of 43 universities, colleges, and community colleges, some with training packages aimed at the high-technology plants operating throughout the state.

Washington. Washington State has been described as the gateway to the Pacific Rim, mainly due to its favorable location, its 3 international airports and its 72 open-harbor and inland-river ports. The state is the closest one to the Orient in the continental U.S. and offers up to one day's shipping advantage over other West Coast ports.

Water is one of the state's most abundant resources. This has an impact on Washington's energy costs: 90% of the state's electricity is generated by hydroelectric dams and industrial power users paid an average of 2.3¢ a kilowatt hour in 1983, well below the national average of 5.0¢ per kilowatt hour for the year.

The labor force in Washington totals 2 million people (28% are between the ages of 20 and 34) and the state ranks 6th in the nation for labor productivity. A state program, the Washington Job Skills program enacted in 1983, assists businesses with quick-start, short-term training for new and expanding businesses.

Alaska. Though businesses locating in Alaska face challenges with the location and the climate, the state is willing to compensate those companies through assistance and reward programs.

For example, the Alaska Industrial Development Authority is an agency authorized to issue tax-exempt bonds for eligible projects and then uses the funds to participate in loans to businesses. It also can purchase federally guaranteed loans made to Alaska businesses.

For the mining industry the Department of Natural Resources can financially assist the development of mining access roads in areas where valid commercial mining prospects are inaccessible.

A third agency, privately run, is the Alaska Commercial Fishing and Agricultural Bank. Here the borrowers become members, and loans are made from the bank for harvesting, marketing, or processing of fishing or agricultural products.

Hawaii. Contrary to the usual trend of industry diversification seen in other states, Hawaii's economy is becoming less diversified. Over the past few years it's become more dependent on a few major industries: tourism, defense, sugar, and pineapple.

Tourism is the largest generator of civilian jobs in Hawaii. This dependence on an industry subject to change causes the state's economy to fluctuate in the incidence of a recession, major airline strikes, or an international oil crisis. However, a variety of factors make tourism a healthy industry at present.

Defense and other federal spending are the second-most important industries in the state, but are subject to fluctuations in numbers of personnel, which again affect Hawaii's economic and employment figures.

The sugar and pineapple industries both face their shares of difficulties. Sugar is relatively healthy at the moment but faces competition from foreign producers, sugar substitutes, and high labor and land costs. The pineapple industry, on the other hand, had been declining, but now seems to have stabilized.

Hawaii's effort toward compensating for these unstable industries resulted in a bill passed in 1978 by Governor George Ariyoshi called the Hawaii State Plan. The bill was drafted to protect the state's fragile economy and limited resources by enacting policies to improve the economy, the physical environment, and the physical, social and economic well-being of the people. By these actions, the state became the first in the nation to set forth policies, objectives, and goals to protect its future.

1985. Overall, the Pacific States region has seen an economic stability that should continue through 1985. The outstanding natural resources and the region's pro-business attitude combine to continue making it a desirable area to locate in.

STATE INFORMATION:

Financial assistance to industry:

Bonds & loans from Alaska Indus. Dev. Authority
Project financing from Alaska Resources Corp.
Loans from Alaska Commercial Fishing & Agriculture Bank, a private lending cooperative
Loans for advanced mineral exploration from Mining Loan Fund
Assistance for development of mining access roads from Department of Natural Resources

Tax rates:

Corporate income tax ....15% on first $25,000 net income, 18% from $25,000 to $50,000, 30% from $50,000 to $75,000, 40% from $75,000 to $100,000, & 46% on taxable income over $100,000
Personal property tax ....local; property assessed at 100% valuation & rates range from 0 to 23 mills.
Sales tax..local; rates vary from 0-6%
(State has 20 mills tax on oil & gas properties only)

Advanced education facilities:

Four-year colleges & universities 3
Two-year or junior colleges................10
Vocational & business schools ....several private & union

Source: **Alaska Department of Commerce and Economic Development**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Richard A. Nevè, Cmsr., Dept. of Environ. Conservation, Pouch O, Juneau, 99811, 907/465-2600

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
ALASKA	400.5	499.6
Anchorage	173.0	217.5

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Anchorage	173.0	217.5

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—August 1984

Employment Thousands	Weekly Hours	Hourly Earnings $
ALASKA		
15.3	48.1	10.54

Unemployment

*Major Market Areas—9/84**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
ALASKA		
248.6	20.7	8.3

State Employment Security Agency

For additional labor market information: Employment Security Div., Dept. of Labor, P.O. Box 1149, Juneau, 99811, 907/465-2700

Industrial Mix—1983

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
213.0	. . . .	. . . .
MANUFACTURING		
12.0	36.2	12.34
Food & kindred products—**SIC 20**		
6.8	33.6	8.38

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Anchorage 1-21

Railroads

1. Alaska Railroad

Airlines

2. Air France
3. Alaska Aeronautical
4. Alaska Airlines
5. British Airways
6. Japan Air Lines
7. KLM
8. Korean Air Lines
9. Lufthansa
10. Markair
11. Northwest
12. Reeve Aleutian
13. Sabena
14. SAS
15. Seair Alaska
16. South Pacific Island Airways
17. Southcentral Air
18. Talarik Creek Air Taxi
19. United
20. Western Airlines
21. Wien Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anchorage — 1e, 2e, 3g

1. Anchorage Mun. Lt. & Pwr. Dept.
   1200 E. 1st Ave., Anchorage 99501
2. Chugach Elec. Assoc. Inc.
   P.O. Box 3518, Eastchester Br.,
   Anchorage 99501
3. Enstar Natural Gas Co./Alaska Pipeline Co.
   3000 Spenard Road, P.O. Box 6288
   Anchorage 99502

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	60
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Sand & gravel (construction)	45,000	120,000
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	W	W
Stone (crushed)	6,800	29,000
Combined value of tin, and values indicated by symbol W		7,053
Grand Total Alaska 1983		**156,113**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Anchorage	13	58	10816	0

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Lyon, Richard A., Cmsr.
Alaska Dept. of Comm. & Econ. Dev.
Pouch D, Juneau, 99811
907/465-2500

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Anchorage
Yarzebinski, Joseph A.
Sr. Plnr./Econ. Dev., Research Sec.
Munic. of Anchorage
Pouch 6-650, 99502
907/264-4222

CALIFORNIA

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for pollution control
- Aid for job training
- Industrial development revenue bonds

Tax rates:

Corporate income tax:	
General corp	9.6%
Bank & financial corp	9.6%-11.6%
Personal income tax	1%-11%
Personal property tax	1.2% of full market value
Sales tax	6%-6½%
Inventory tax	none
Equip. & machinery tax	same as property tax
Gasoline tax	$.09 per gal.

Advanced education facilities:

Four-year colleges & universities	159
Two-year or junior colleges	109
Vocational & business schools	2,500

Medical facilities:

Hospitals	589
Clinics	675

Labor analysis:

High school graduates	285,110
Mfg. workers in unions	27.6%

Source: **California Department of Commerce**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Off. of Permit Assistance, 1400 10th St., Sacramento, 95814, 916/445-4831

POPULATION:

Cities over 25,000

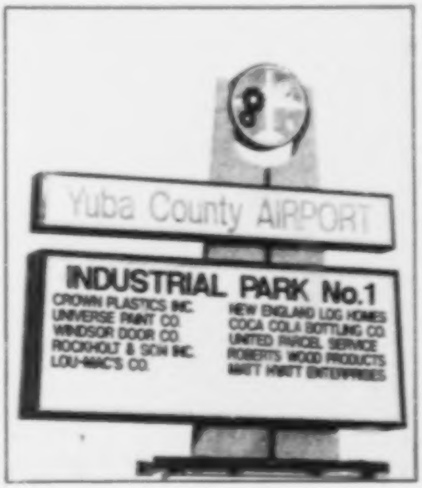
	Census 1980	Estimate 1984
	—Thousands—	
CALIFORNIA	23,668.6	25.332.3
Alameda	63.9	68.0
Alhambra	64.6	66.5
Anaheim	221.8	236.6
Antioch	43.6	46.5
Arcadia	46.0	47.0
Azusa	29.4	NA
Bakersfield	105.6	121.3
Baldwin Park	50.6	52.6
Bell	25.5	NA
Bellflower	53.4	55.0
Bell Gardens	34.1	NA
Berkeley	103.3	104.6
Beverly Hills	32.4	NA
Brea	27.9	NA
Buena Park	64.2	67.2
Burbank	84.6	84.5
Burlingame	26.2	NA
Camarillo	37.7	NA
Campbell	27.1	NA
Carlsbad	35.5	NA
Carson	81.2	84.6
Cerritos	52.8	55.0
Chico	26.6	29.6
Chino	40.2	45.6
Chula Vista	83.9	90.3
Claremont	31.0	NA
Clovis	33.0	NA
Colton	27.4	NA
Compton	81.3	83.5
Concord	103.3	108.6
Corona	37.8	NA
Costa Mesa	82.3	88.4
Covina	33.8	NA
Culver City	38.1	NA
Cupertino	25.8	NA
Cypress	40.4	44.9
Daly City	78.5	82.9
Davis	36.6	39.2
Downey	82.6	82.3
El Cajon	73.9	79.1
El Monte	79.5	84.4
Escondido	62.5	72.9
Fairfield	58.1	[illegible]6.4
Fontana	37.1	NA
Fountain Valley	55.1	55.4
Fremont	131.9	141.5
Fresno	218.2	254.9
Fullerton	102.0	109.9
Gardena	45.2	47.2
Garden Grove	123.4	129.3
Glendale	139.1	143.4
Glendora	38.7	NA
Hawthorne	56.4	58.4
Hayward	94.2	98.0
Huntington Beach	170.5	186.6
Huntington Park	46.2	47.8
Inglewood	94.2	97.1
Irvine	62.1	74.3
La Habra	45.2	48.0
Lakewood	74.7	73.2
La Mesa	50.3	54.9
La Mirada	41.0	41.1
Lancaster	48.0	49.9
La Puente	30.9	NA
Livermore	48.3	50.7
Lodi	35.2	37.8
Lompoc	26.3	28.5
Long Beach	361.3	371.4
Los Altos	25.8	NA
Los Angeles	2,966.8	3,064.6
Los Gatos	26.6	NA
Lynwood	48.5	51.3
Manhattan Beach	31.5	NA
Menlo Park	25.7	NA
Merced	36.5	NA
Milpitas	37.8	NA
Modesto	106.1	123.1
Monrovia	30.5	NA
Montebello	52.9	54.2
Monterey	27.6	29.9
Monterey Park	54.3	57.1
Mountain View	58.7	61.1
Napa	50.9	55.0
National City	48.8	53.8
Newark	32.1	NA
Newport Beach	63.5	68.3
Norwalk	85.2	84.9
Novato	43.9	45.2
Oakland	339.3	345.7
Oceanside	76.7	88.1
Ontario	88.8	102.5
Orange	91.8	99.9
Oxnard	108.2	123.3
Pacifica	36.9	NA
Palm Springs	32.3	37.6
Palo Alto	55.2	55.2
Paramount	36.4	NA
Pasadena	119.4	122.2
Petaluma	33.8	37.0
Pico Rivera	53.5	54.2
Pittsburg	33.0	NA
Placentia	35.0	NA
Pleasant Hill	25.1	NA
Pleasanton	35.2	NA
Pomona	92.7	101.2
Rancho Cucamonga	55.3	62.6
Rancho Palos Verdes	35.2	NA
Redding	42.0	48.9
Redlands	43.6	49.4
Redondo Beach	57.1	58.4
Redwood City	55.0	55.8
Rialto	35.6	NA
Richmond	74.7	75.6
Riverside	170.9	177.9
Rosemead	42.6	43.8
Sacramento	275.7	295.9
Salinas	80.5	88.0
San Bernardino	118.1	127.0
San Bruno	35.4	NA
San Clemente	27.3	NA
San Diego	875.5	944.9
San Francisco	679.0	670.8
San Gabriel	30.1	NA
San Jose	636.6	683.1
San Leandro	64.0	64.4
San Luis Obispo	34.3	NA
San Mateo	77.6	78.4
San Rafael	44.7	45.3
Santa Ana	203.7	223.2
Santa Barbara	74.5	77.3
Santa Clara	87.7	88.3
Santa Cruz	41.5	45.8
Santa Maria	39.7	43.2
Santa Monica	88.3	89.8
Santa Rosa	83.2	94.5
Saratoga	29.3	NA
Seal Beach	26.0	NA
Seaside	36.6	37.3
Simi Valley	77.5	83.0
South Gate	66.8	71.7
South San Francisco	49.4	51.3
Stockton	149.8	165.1
Sunnyvale	106.6	110.0
Temple City	29.0	NA
Thousand Oaks	77.8	90.6
Torrance	131.5	130.3
Turlock	26.3	29.4
Tustin	32.1	NA
Upland	47.6	51.3
Union City	39.4	NA
Vacaville	43.4	50.4
Vallejo	80.2	89.0
Ventura	74.5	80.8
Visalia	49.7	58.1
Vista	35.8	NA

COUNTY OF
yuba
CALIFORNIA
WE BELIEVE IN INDUSTRY

CHECK OUT OUR QUALIFICATIONS

- Strategic - 125 Miles East of San Francisco
- (8) Fully Improved Industrial Parks
- SBA 502 & 503 Program Financing
- UDAG Financing
- Low-Cost County Government-Owned Sites
- Long-Term, Low-Cost Leases
- 4,000 People Unemployed, Competitively Available
- "Fast Tracking" Job Producing Plants
- Rail-Served Sites
- Affordable Housing
- Favorable Rural Wage Rates
- Funded Employee Training
- High Production Rate Per Wage Dollar Spent

An array of cost-efficient advantages contributing to efficiency and the minimizing of cost with a Yuba County plant location.



Write or call Tom W. Hart—he'll meet your plane. Yuba County will do the rest.

County of Yuba
Industrial Development Dept.
Yuba County Airport
1364 Sky Harbor Drive
Marysville, California 95901
Telephone (916) 741-6248

Circle 134 on Brochure Service Card

CALIFORNIA

Walnut Creek	53.6	58.5
West Covina	80.1	90.9
Westminster	71.1	74.8
Whittier	68.9	70.2
Woodland	30.2	32.3
Yorba Linda	28.3	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
*Anaheim—Santa Ana	1,931.6	2,129.4
Bakersfield	403.1	443.4
Chico	143.9	160.3
Fresno	515.0	556.2
Los Angeles—Long Beach	7,477.7	7,719.1
Modesto	265.9	293.4
*Oakland	NA	1,847.6
*Oxnard—Ventura	529.9	589.8
Redding	115.7	131.4
*Riverside—San Bernardino	1,557.1	1,751.6
Sacramento	1,014.0	1,217.5
Salinas—Seaside—Monterey	290.4	316.5
San Diego	1,861.8	2,036.1
*San Francisco	NA	1,507.2
San Francisco—Oakland	3,252.7	3,354.8
San Jose	1,295.1	1,390.9
Santa Barbara—Santa Maria—Lompoc	298.7	316.4
Santa Cruz	188.1	215.1
*Santa Rosa—Petaluma	299.8	335.0
Stockton	347.3	379.2
Vallejo—Fairfield—Napa	334.4	372.8
Visalia—Tulare—Porterville	245.8	272.9
Yuba City	102.0	109.6

*SMSA renamed in federal government's latest revisions.

NA = Not available

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CALIFORNIA	2,044.9	40.2	9.87
Anaheim—Santa Ana—Garden Grove	222.2	NA	NA
Bakersfield	9.4	NA	NA
Fresno	24.3	NA	NA
Los Angeles—Long Beach	881.7	NA	NA
Modesto	23.8	NA	NA
Oxnard—Simi Valley—Ventura	24.7	NA	NA
Riverside—San Bernardino—Ontario	58.0	NA	NA
Sacramento	32.0	NA	NA
Salinas—Seaside—Monterey	9.8	NA	NA
San Diego	111.7	NA	NA
San Francisco—Oakland	183.6	NA	NA
San Jose	280.3	NA	NA
Santa Barbara—Santa Maria/Lompoc	21.3	NA	NA
Santa Rosa	17.7	NA	NA
Stockton	25.1	NA	NA
Vallejo—Fairfield—Napa	11.1	NA	NA

NA = not available

Unemployment

*Major Market Areas—9/84**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
CALIFORNIA	12,677.8	954.9	7.5
Anaheim—Santa Ana—Garden Grove	1,262.6	56.4	4.5
Bakersfield	221.1	26.4	11.9
Fresno	349.6	32.4	9.3
Los Angeles—Long Beach	3,880.0	312.0	8.0
Modesto	143.8	17.3	12.0
Oxnard—Simi Valley—Ventura	269.4	24.8	9.2
Riverside—San Bernardino—Ontario	652.2	61.6	9.4
Sacramento	539.4	40.7	7.6
Salinas—Seaside—Monterey	152.6	12.0	7.9
San Diego	888.1	55.4	6.2
San Francisco—Oakland	1,769.6	108.3	6.1

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Anaheim-Santa Ana-Garden Grove 10/84	Los Angeles-Long Beach 10/82	Fresno 6/84	San Diego 12/83	San Francisco-Oakland 3/84	San Jose 3/84	Sacramento 12/83	Oxnard-Simi Valley-Ventura 6/82**
Office, professional & technical								
Clerks, payroll	7.90	7.40	7.09	7.43	8.81	8.10	8.38	7.32
Secretaries	9.94	9.15	8.61	8.73	10.43	10.36	9.08	8.72
Stenographers	NA	9.11*	NA	7.22*	NA	NA	NA	7.76
Switchbd opr-receptionists	6.30	5.81	6.03	5.92	7.00	7.23	5.81	5.61
Drafters V	14.02(a)	10.61	8.43(d)	12.38	14.38	13.28	10.16(d)	10.11
Electronics technicians	12.22	10.43	NA	9.80	12.10	10.69	11.69	10.23
Computer operators	8.59	8.75	8.38	8.90	10.22	10.00	7.48*	8.20
Computer programmers (business)	13.81	11.88	11.72	12.76	14.54	14.30	11.61*	11.64
Maintenance & powerplant (men)								
Carpenters	11.97(a)	12.09	NA	12.36(a)	13.05*	NA	NA	NA
Electricians	13.22	12.91	11.46	12.72	13.23	14.03	12.83	12.17
Engineers, stationary	13.00(a)	12.21	NA	NA	13.96	13.97(a)	13.08(a)	12.17
Machinists	11.17	11.98	12.38	13.01	14.45	NA	13.31	NA
Mechanics (machinery)	11.08	11.05	10.98	12.33	13.55	13.79	12.23	10.36
Tool & die makers	12.45	12.95	NA	13.12	16.02	15.74	NA	12.31
Custodial & material movement (men)								
Guards	NA	9.07	NA	8.81	9.35(c)	9.47	9.45	4.23
Janitors, porters & cleaners	6.75	6.85	6.96	7.51	9.16	8.39*	8.34	6.42
Laborers, mat'l handling	6.44	5.15	7.50	7.87(a)	10.34	NA	8.38	NA
Shipping & receiving clerks	7.71	7.92	NA	7.74	9.02(c)	7.29	NA	NA
Truckdrivers	9.29	9.90	10.13	13.18	12.18	13.75	10.89	7.81
Forklift operators	8.39	7.70	8.29	9.82	11.80	10.21	8.73	6.62

* Computed from available statistics

**Office & plant workers men & women combined

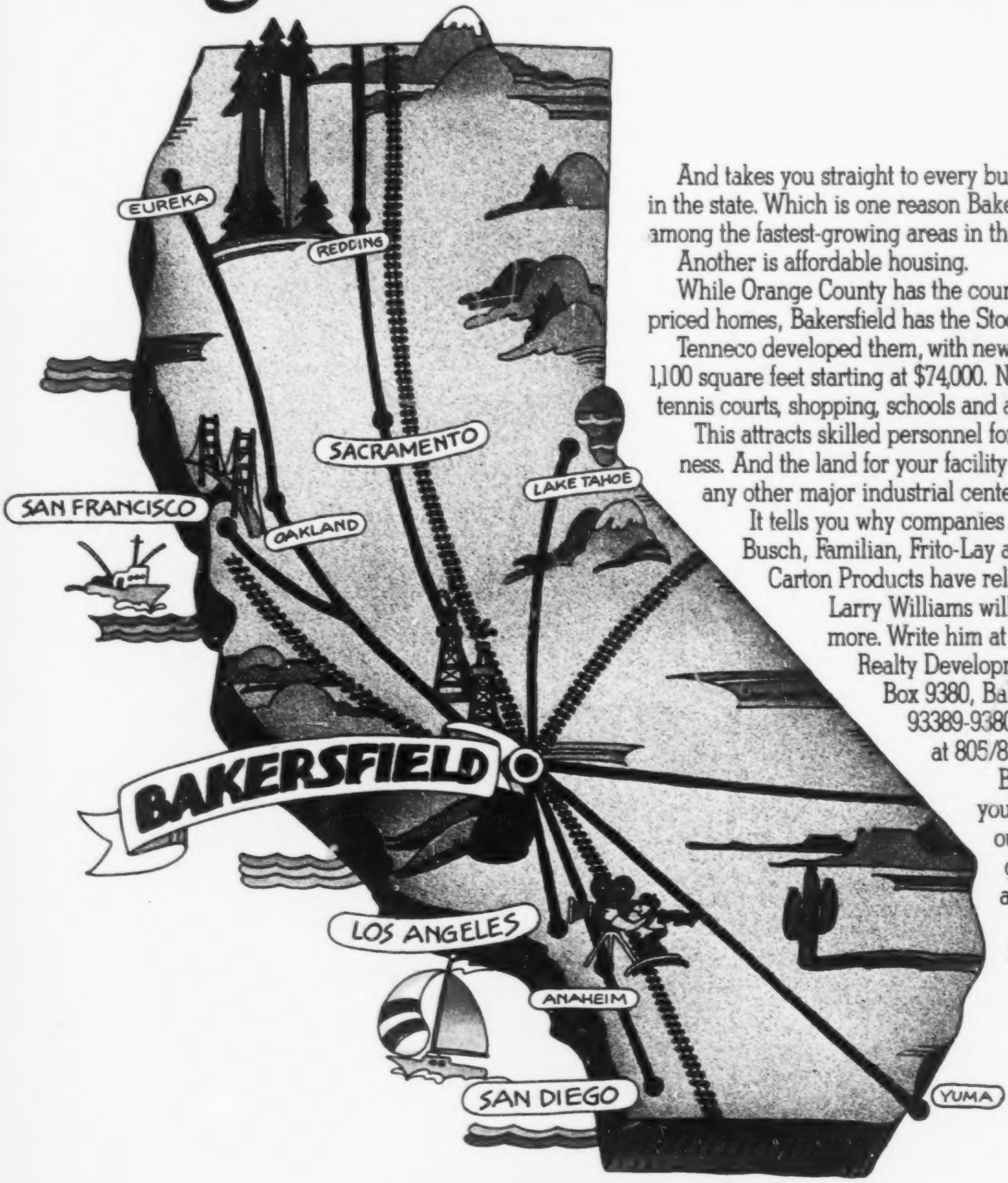
(a) Mfg. & nonmfg.

(b) Nonmfg.

(c) Men & Women

(d) Drafters, no class distinction

In California, the road to corporate success begins in Bakersfield.



And takes you straight to every business center in the state. Which is one reason Bakersfield is among the fastest-growing areas in the west.

Another is affordable housing.

While Orange County has the country's highest-priced homes, Bakersfield has the Stockdale villages.

Tenneco developed them, with new homes of over 1,100 square feet starting at $74,000. Near parks, tennis courts, shopping, schools and a state college.

This attracts skilled personnel for your business. And the land for your facility costs less than any other major industrial center in the state.

It tells you why companies like Anheuser-Busch, Familian, Frito-Lay and Manville Carton Products have relocated here.

Larry Williams will tell you more. Write him at Tenneco Realty Development Corp., Box 9380, Bakersfield, CA 93389-9380. Or call him at 805/835-6039.

Because when you're mapping out corporate growth, there's a shortcut.

Bakersfield's Stockdale.

STOCKDALE

A Tenneco Development
"Building on Quality"

Circle 133 on Brochure Service Card

CALIFORNIA

San Jose		
873.7	41.8	4.8
Santa Barbara—Santa Maria—Lompoc		
165.1	9.4	5.7
Santa Rosa		
155.9	9.6	6.1
Stockton		
191.8	19.1	10.0
Vallejo—Fairfield—Napa		
146.0	11.4	7.8

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Development Dept., 7060 Franklin Blvd., Suite 1100, Sacramento, 95822, 916/322-8883

Industrial Mix—1983

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
9,928.0	. . . .	. . . .
MANUFACTURING		
1,927.2	40.0	9.52
Primary metal industries—**SIC 33**		
43.4	41.3	10.30
Fabricated metal products—**SIC 34**		
135.2	40.3	9.23
Machinery, except electrical—**SIC 35**		
220.0	40.6	9.90
Electric & electronic equipment—**SIC 36**		
357.3	40.4	9.57
Transportation equipment—**SIC 37**		
258.1	40.7	11.90
Instruments & related prods.—**SIC 38**		
103.3	40.3	10.61
Food & kindred products—**SIC 20**		
174.9	39.1	9.66
Textile mill products—**SIC 22**		
12.8	43.3	5.87
Apparel & other textile prods.—**SIC 23**		
104.5	36.7	5.58
Paper & allied products—**SIC 26**		
36.5	41.2	10.81
Printing & publishing—**SIC 27**		
126.5	37.9	10.76
Chemicals & allied products—**SIC 28**		
61.9	40.7	10.18
Rubber & misc. plastics prods.—**SIC 30**		
62.0	40.8	7.12

TRANSPORTATON:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Alameda 1, 2, 3 (Oakland)
Alhambra 2 (Burbank)
Anaheim 1, 2, 3 (Orange County)
Antioch 1, 2 (Oakland)
Arcadia 1 (Burbank)
Azusa 1, 2 (Ontario)
Bakersfield 1, 2, 23, 45, 59, 73, 77
Baldwin Park 2 (Ontario)
Bell 1, 2, 3 (Los Angeles)
Bell Gardens (Los Angeles)
Bellflower 2 (Long Beach)
Berkeley 1, 2 (Oakland)
Beverly Hills (Los Angeles)
Brea 2 (Orange County)
Buena Park 1, 2 (Orange County)
Burbank 2, 7, 17, 18, 22, 23, 34, 41, 53, 60, 66, 73, 82
Burlingame 2 (San Francisco)
Camarillo 2 (Oxnard)
Campbell 2 (San Jose)
Carlsbad 1, 45
Carson 1, 2, 3 (Long Beach)
Cerritos (Long Beach)
Chico 2, 81
Chino 2 (Ontario)
Chula Vista (San Diego)
Claremont 1, 2 (Ontario)
Clovis 2 (Fresno)
Colton 1, 2, 3 (Riverside)
Compton 2 (Long Beach)
Concord 2 (Oakland)
Corona 1 (Riverside)
Costa Mesa 2 (Orange County)
Covina 2 (Ontario)
Culver City 2 (Los Angeles)
Cupertino (San Jose)
Cypress 2 (Long Beach)
Daly City (San Francisco)
Davis 2 (Sacramento)
Downey 2 (Long Beach)
El Cajon (San Diego)
El Monte 2 (Ontario)
Escondido 1 (Carlsbad)
Fairfield (Oakland)
Fontana 1, 2 (Ontario)
Fountain Valley (Orange County)
Fremont 3 (San Jose)
Fresno 1, 2, 41, 59, 60, 66, 77, 81, 82
Fullerton 1, 2, 3, 16 (Ontario)
Garden Grove 2 (Long Beach)
Gardena 2 (Los Angeles)
Glendale 2, 3 (Burbank)
Glendora 1 (Ontario)
Hawthorne 1, 2 (Los Angeles)
Hayward 2, 3 (Oakland)
Huntington Beach (Orange County)
Huntington Park 1, 2, 3 (Los Angeles)
Inglewood 1 (Los Angeles)
Irvine 1 (Orange County)
La Habra 2, 3 (Long Beach)
La Mesa (San Diego)
La Mirada 1, 2 (Long Beach)
La Puente (Burbank)
Lakewood 3 (Long Beach)
Lancaster 2 (37 through Palmdale)
Livermore 2, 3 (Oakland)
Lodi 2 (Stockton)
Lompoc 2 (Santa Maria)
Long Beach 1-3, 18, 23, 31, 48, 60, 77
Los Altos (San Jose)
Los Angeles 1-5, 7-12, 14-28, 30-43, 45-58, 60-68, 70, 72-80, 82, 84-86
Los Gatos (San Jose)
Lynwood (Los Angeles)
Manhattan Beach (Los Angeles)
Menlo Park 2 (San Jose)
Merced 1, 2, 84
Milpitas 2, 3 (San Jose)
Modesto 2, 3, 77
Monrovia 1 (Burbank)
Montebello 1, 3 (Los Angeles)
Monterey 59, 77, 81, 82, 84
Monterey Park 2 (Burbank)
Mountain View 2 (San Jose)
Napa 2 (Santa Rosa)
National City 1 (San Diego)
Newark 2 (San Jose)
Newport Beach (Orange County)
Norwalk 2 (Long Beach)
Novato (Oakland)
Oakland 1-3, 6, 7, 18, 23, 41, 43, 48, 60. 66, 69, 74, 76, 77, 82, 83, 85
Oceanside 1 (Carlsbad)
Ontario 2, 3, 7, 18, 22, 23, 34, 36, 38, 41, 45, 55, 60, 66, 73, 74, 76, 77, 82
Orange County 1, 2, 7, 17, 23, 29, 31, 41, 43, 45, 60, 66, 82
Oxnard 2, 84
Pacifica (San Francisco)
Palm Springs 2, 7, 13, 18, 22, 23, 43, 45, 71, 73, 76, 77, 82
Palo Alto 2 (San Jose)
Paramount 2, 3 (Long Beach)
Pasadena 1, 2 (Burbank)
Petaluma (Oakland)
Pico Rivera 1, 2, 3 (Los Angeles)
Pittsburg 1, 2, 3 (Oakland)
Placentia 1 (Orange County)
Pleasant Hill (Oakland)
Pleasanton 2, 3 (Oakland)
Pomona 1, 2, 3 (Ontario)
Rancho Palos Verde (Los Angeles)
Redding 2, 6, 77, 81, 84
Redlands 1, 2 (Riverside)
Redondo Beach (Los Angeles)
Redwood City 2 (San Francisco)
Rialto 1, 2 (Riverside)
Richmond 1, 2 (Oakland)
Riverside 1, 2, 3, 37
Rosemead 2 (Burbank)
Sacramento 2, 3, 6, 7, 23, 41, 43, 59, 66, 77, 81, 82, 84
Salinas 2 (Monterey)
San Bernardino 1, 2, 3 (Riverside)
San Bruno 2 (San Francisco)
San Clemente 1 (Carlsbad)
San Diego 1, 22, 23, 34, 36, 38, 43, 45, 56-58, 60, 66, 72, 73, 76-78, 82
San Francisco 1-3, 6-8, 18, 22, 23, 25, 26, 28, 32, 34-36, 38, 41, 43, 44, 47, 48, 52, 54, 57, 58, 60, 61, 63-66, 69, 70, 72, 74, 76-78, 81-85
San Gabriel 2 (Burbank)
San Jose 2, 3, 7, 18, 22, 23, 33, 34, 41, 59, 60, 64, 66, 74, 76, 77
San Leandro 2, 3 (Oakland)
San Luis Obispo 2, 45, 84
San Mateo 2 (San Francisco)
San Rafael (Oakland)
Santa Ana 1, 2 (Orange County)
Santa Barbara 2, 23, 33, 45, 59, 73, 77
Santa Clara 2 (San Jose)
Santa Cruz 2 (San Jose)
Santa Maria 73, 84
Santa Monica 2 (Los Angeles)
Santa Rosa 2, 81
Saratoga (San Jose)
Seal Beach 2 (Long Beach)
Seaside 2 (Monterey)
Simi Valley 2 (Oxnard)
South Gate 2, 3 (Los Angeles)
South San Francisco 2 (San Francisco)
Stockton 1-3, 43, 60, 81
Sunnyvale 2 (San Jose)
Temple City 2 (Burbank)
Thousand Oaks (Oxnard)
Torrance 1, 2 (Los Angeles)
Turlock 2, 3 (Modesto)
Tustin 1 (Orange County)
Union City 2, 3 (Oakland)
Upland 1, 2 (Ontario)
Vacaville 2, 3 (Sacramento)
Vallejo 2 (Oakland)
Ventura 2 (Oxnard)
Visalia 1, 2, 84
Vista 1 (Carlsbad)
Walnut Creek (Oakland)
West Covina 2 (Ontario)
Westminster 2 (Long Beach)
Whittier 2, 3 (Long Beach)
Woodland 2, 3 (Sacramento)
Yorba Linda (Orange County)

Railroads

1. Atchison, Topeka & Santa Fe
2. Southern Pacific Lines
3. Union Pacific

Airlines

4. Aerolineas Argentinas
5. Aeromexico

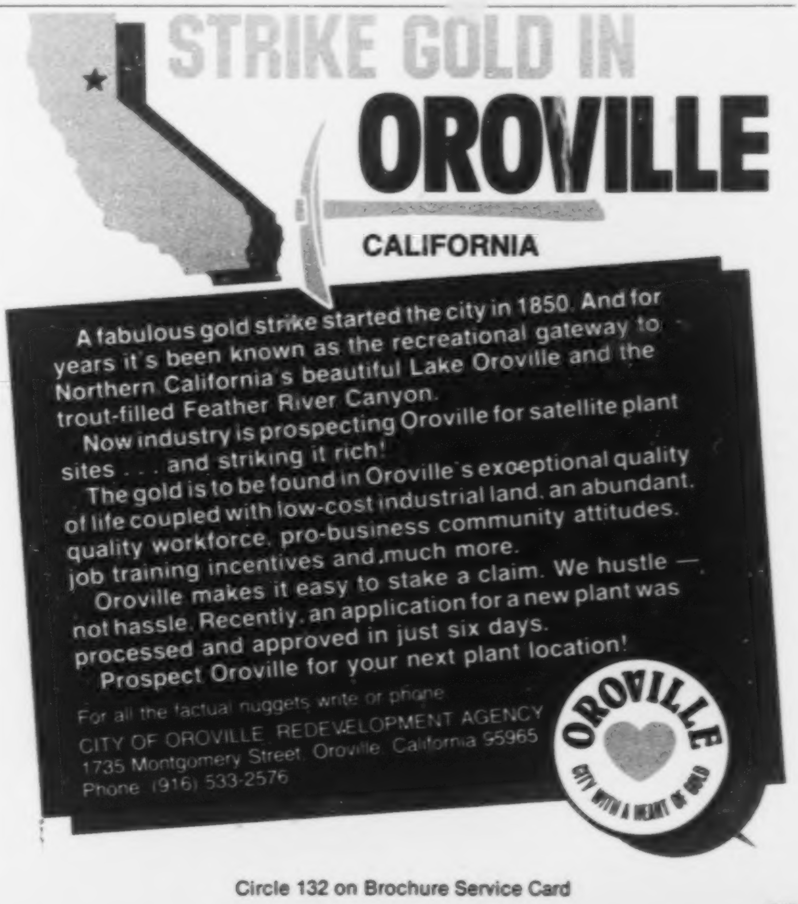
6. AFS Airlines
7. AirCal
8. Air Canada
9. Air France
10. Air Hemet
11. Air Jamaica
12. Air LA
13. Air Nevada
14. Air New Zealand
15. Air One
16. Air Pacific
17. Airspur Helicopters
18. Alaska Airlines
19. Alia
20. Alitalia
21. Alpha Air
22. America West
23. American
24. Avianca
25. Braniff
26. British Airways
27. British Caledonian
28. CAAC
29. California Seaboard Airline
30. Capitol Air
31. Catalina Seaboard Airlines
32. China Airlines
33. Connectair
34. Continental
35. CP Air
36. Delta
37. Desert Sun
38. Eastern
39. Ecuatoriana
40. El Al
41. Far West Airlines
42. Finnair
43. Frontier
44. Horizon Air
45. Imperial
46. Indian Wells Airlines
47. Japan Air Lines
48. Jet America Airlines
49. KLM
50. Korean Air Lines
51. Lacsa
52. Lufthansa
53. Mammouth Air Shuttle
54. Mexicana
55. Muse Air
56. Northeastern Int'l
57. Northwest
58. Ozark
59. Pacific Coast Airlines
60. Pacific Southwest
61. Pan American
62. People Express
63. Phillippine Airlines
64. Piedmont
65. Qantas
66. Republic
67. Royal American Airways
68. SAS
69. SFO Helicopter
70. Singapore Airlines
71. Sky West Airlines
72. Southwest Airlines
73. Sun Aire Lines
74. Sunworld Int'l Airways
75. TACA
76. TWA
77. United
78. USAir
79. UTA
80. Varig
81. Westair Commuter
82. Western Airlines
83. Wien Airlines
84. Wings West Airlines
85. World Airways
86. Zenith Int'l Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alameda — 1e, 12g
Alhambra — 20e, 21g
Anaheim — 2e, 20e, 21g
Antioch — 12eg
Arcadia — 20e, 21g
Azusa — 3e, 20e, 21g
Bakersfield — 12eg
Baldwin Park — 20e, 21g
Bell Gardens — 20e, 21g
Bellflower — 20e, 21g
Berkeley — 12eg
Beverly Hills — 20e, 21g
Brea — 20e
Buena Park — 20e, 21g
Burbank — 4e, 21g
Burlingame — 12eg
Camarillo — 20e
Carlsbad — 18e
Carson — 20e, 21g
Cerritos — 20e
Chico — 12eg
Chino — 20e
Chula Vista — 18eg
Claremont — 20e
Clovis — 12eg
Colton — 5e, 20e
Compton — 20e, 21g
Concord — 12eg
Corona — 20e, 21g
Costa Mesa — 20e, 21g
Covina — 20e, 21g
Culver City — 20e, 21g
Cupertino — 12eg
Cypress — 20e, 21g
Daly City — 12eg
Davis — 12eg
Downey — 20e, 21g
El Cajon — 18eg
El Monte — 20e, 21g
Escondido — 18eg
Fairfield — 12eg
Fontana — 20e
Fountain Valley — 20e, 21g
Fremont — 12eg
Fresno — 12eg
Fullerton — 20e, 21g
Garden Grove — 20e, 21g
Gardena — 20e, 21g
Glendale — 6e, 21g
Glendora — 20e, 21g
Hawthorne — 20e, 21g
Hayward — 12eg
Huntington Beach — 20e, 21g
Huntington Park — 20e, 21g
Inglewood — 20e, 21g
La Habra — 20e, 21g
La Mesa — 18eg, 21g
La Mirada — 20e, 21g
La Puente — 20e, 21g
Lakewood — 20e, 21g
Lancaster — 20e, 21g
Livermore — 12eg
Lodi — 7e, 12g
Lompoc — 8e, 21g
Long Beach — 20e, 9g
Los Altos — 12eg
Los Gatos — 12eg
Los Angeles — 10e, 21g
Lynwood — 20e, 21g
Manhattan Beach — 20e, 21g
Menlo Park — 12eg



A fabulous gold strike started the city in 1850. And for years it's been known as the recreational gateway to Northern California's beautiful Lake Oroville and the trout-filled Feather River Canyon.

Now industry is prospecting Oroville for satellite plant sites . . . and striking it rich!

The gold is to be found in Oroville's exceptional quality of life coupled with low-cost industrial land, an abundant, quality workforce, pro-business community attitudes, job training incentives and much more.

Oroville makes it easy to stake a claim. We hustle — not hassle. Recently, an application for a new plant was processed and approved in just six days.

Prospect Oroville for your next plant location!

For all the factual nuggets write or phone
CITY OF OROVILLE REDEVELOPMENT AGENCY
1735 Montgomery Street, Oroville, California 95965
Phone (916) 533-2576

Circle 132 on Brochure Service Card

CALIFORNIA

Merced — 12eg
Milpitas — 12eg
Modesto — 11e, 12g
Monrovia — 20e, 21g
Montebello — 20e, 21g
Monterey — 12eg
Monterey Park — 20e, 21g
Mountain View — 12eg
Napa — 12eg
National City — 18eg
Newark — 12eg
Newport Beach — 20e, 21g
Norwalk — 20e, 21g
Novato — 12eg
Oakland — 12eg
Oceanside — 18eg
Ontario — 20e, 21g
Orange — 20e, 21g
Oxnard — 20e, 21g
Pacifica — 12eg
Palm Springs — 20e
Palo Alto — 13eg, 12g
Paramount — 20e, 21g
Pasadena — 14e, 21g
Petaluma — 12eg
Pico Rivera — 20e, 21g
Pittsburg — 12eg
Placentia — 20e
Pleasant Hill — 12eg
Pleasanton — 12eg
Pomona — 20e, 21g
Rancho Cuccamonga — 20e
Redding — 15e, 12g
Redlands — 20e, 21g
Redondo Beach — 20e, 21g
Redwood City — 12eg
Rialto — 20e, 21g
Richmond — 12eg
Riverside — 16e, 20e, 21g
Rosemead — 20e, 21g
Sacramento — 17e, 12g
Salinas — 12eg
San Bernardino — 20e, 21g
San Bruno — 12eg
San Clemente — 18eg
San Diego — 18eg
San Francisco — 12eg
San Gabriel — 20e, 21g
San Jose — 12eg
San Leandro — 12eg
San Luis Obispo — 12e, 21g
San Mateo — 12eg
San Rafael — 12eg
Santa Ana — 20e, 21g
Santa Barbara — 20e, 21g
Santa Clara — 19e, 12g
Santa Cruz — 12eg
Santa Maria — 12e, 21g
Santa Monica — 20e, 21g
Santa Rosa — 12eg
Saratoga — 12eg
Seal Beach — 20e
Seaside — 12eg
Simi Valley — 21g
South Gate — 20e, 21g
South San Francisco — 12eg
Stockton — 12eg
Sunnyvale — 12eg
Temple City — 20e, 21g
Thousand Oaks — 20e, 21g
Torrance — 20e, 21g
Turlock — 22e, 12g
Tustin — 20e, 21g
Union City — 12eg
Upland — 20e, 21g
Vacaville — 12eg
Vallejo — 12eg
Ventura — 20e, 21g
Visalia — 20e, 21g
Vista — 18eg
Walnut Creek — 12eg
West Covina — 20e, 21g
Westminster — 20e, 21g
Whittier — 20e, 21g
Woodland — 12g

1. Alameda Bureau of Electricity
   2000 Grand St., P.O. Drawer H
   Alameda 94501
2. Anaheim Public Utilities Dept.
   200 S. Anaheim Blvd., Anaheim
   92805
3. Azusa Lt. & Power Dept.
   777 N. Alameda Ave., Azusa 91702
4. Burbank Public Service Dept.
   164 W. Magnolia Blvd., Burbank
   91503
5. Colton Electric Utility Dept.
   650 N. La Cadena Dr., Colton 92324
6. Glendale Public Service Dept.
   119 N. Glendale Ave., Glendale
   91206
7. Lodi Munic. Elec. System
   221 W. Pine St., Box 320, Lodi 95241-
   0320
8. Lompoc Electrical Utility Services
   100 Civic Center Pl., Lompoc 93438
9. Long Beach Gas Dept.
   2400 E. Spring St., Long Beach
   90806
10. Los Angeles Dept. of Wt. & Pwr.
    111 N. Hope St., Box 111, Los
    Angeles 90012
11. Modesto Irrigation Dist.
    1231 11th St., Box 4060, Modesto
    95352
12. Pacific Gas & Electric Co.
    77 Beale St., San Francisco 94106
13. Palo Alto Utilities
    250 Hamilton Ave., Palo Alto 94301
14. Pasadena Water and Power Dept.
    100 N. Garfield Ave., Pasadena
    91109
15. Redding Electric Dept.
    760 Parkview Ave., Redding 96001
16. Riverside Pub. Utilities
    3900 Main St., Riverside 92522
17. Sacramento Municipal Utility Dist.
    6201 S St., Box 15830, Sacramento
    95813
18. San Diego Gas & Electric Co.
    101 Ash St., San Diego 92101
19. Santa Clara Elec. Dept.
    1500 Warburton Ave., Santa Clara
    95050
20. Southern California Edison Co.
    P.O. Box 800, Rosemead 91770
21. Southern California Gas Co.
    810 S. Flower St., Los Angeles
    90017
22. Turlock Irrigation District
    333 E. Canal Dr., Box 949, Turlock
    95381

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bakersfield	48	85	2128	2347
Berkeley	50	62	2951	91
Chula Vista	53	67	2074	385
Corona	53	75	1795	1225
Culver City	57	69	1517	770
Escondido	52	73	2006	980
Fresno	46	81	2647	1769
La Mesa	55	72	1567	986
Lodi	45	74	2861	1001
Long Beach	55	73	1485	1091
Los Angeles	56	69	1595	728
Modesto	46	77	2671	1287
Napa	48	68	2749	416
Newport Beach	54	67	1954	371
Oakland	49	64	2877	174
Oxnard	55	66	2068	357
Palo Alto	48	66	2891	275
Pasadena	55	75	1550	1299
Pomoma	52	75	1972	1191
Redlands	52	78	1992	1571
Redwood City	49	68	2600	432
Riverside	53	77	1818	1471
Sacramento	45	76	2772	1198
San Bernardino	53	79	1777	1718
San Diego	57	70	1284	842
San Francisco	49	62	3161	115
San Gabriel	55	75	1532	1281
San Jose	50	69	2439	498
Santa Ana	56	72	1430	1089
Santa Barbara	54	67	1993	393
Santa Cruz	49	63	3136	95
Santa Maria	51	62	3054	76
Santa Monica	56	66	1873	438
Santa Rosa	47	67	2980	382
Stockton	45	78	2674	1032
Torrance	55	69	1719	677
Visalia	46	81	2460	1804

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Boron minerals	W	W
Cement		
(portland)	8,100	513,900
Clays	1,709	17,437
Diatomite	W	W
Gem stones	NA	300
Gold —troy ozs. (recov. cont. of ores, etc.)	W	W
Gypsum	1,260	13,076
Lime	371	23,871
Pumice	59	1,293
Sand & gravel:		
Construction	91,000	308,000
Industrial	2,200	29,500
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	W	W
Stone:		
Crushed	31,000	122,000
Dimension	27	2,133
Talc	71	2,134
Combined value of asbestos, calcium chloride, carbon dioxide, cement (masonry), copper, feldspar, iron ore, lead, magnesium compounds, peat, perlite, potassium salts, rare-earth concentrates, salt, sodium carbonate, sodium sulfate, tungsten ore & concentrate, wollastonite, and values indicated by symbol W		797,011
Grand Total California 1983		**1,830,655**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Office of Bus. Dev.
Dept. of Commerce
P.O. Box 9278, Dept. 413
Van Nuys, 91409

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Bakersfield
Williams, Larry
Tenneco Realty Dev. Corp.
Box 9380, 93389-9380
805/835-6039

Los Angeles
Clark, Donald E., Dir., Land & Ind. Dev.
Upland Industries Corp.
5480 Ferguson Dr., Suite 203, 90022
213/685-6555
Colton, Michael J., C.I.D., Econ. Dev. V.P.
Los Angeles Area Chamber of Comm.
404 S. Bixel St., 90017
213/629-0631

Marysville
Hart, Tom W.
Cty. of Yuba Ind. Dev. Dept.
Yuba Cty. Airport
1364 Sky Harbor Dr., 95901
916/741-6248

Orange
Truhill, Lucien D., C.I.D.
Pres. & CEO
Orange County Chamber of Comm.
1 City Blvd. W., 401, 92668
714/634-2900

Oroville
Wilson, Jana, Director
City of Oroville Redev. Agency
1735 Montgomery St., 95965
916/533-9551

Rancho California
Dir. of Econ. Dev.
Rancho California
27405 Ynez/Temecula, 92390
714/676-5641

Riverside
Rogers, Joyce, Econ. Dev. Exec. Dir.
Gtr. Riverside Chamber of Comm.
4261 Main St., 92501
714/683-7100
Reinhardt, Fred J., Gen. Mgr.
Riverside Cty. Dept. of Dev.
3470 12th St., P.O. Box 1180, 92502
714/787-2035

San Bernardino
White, Joe M., Dir.
San Bernardino Cty. Econ. Dev. Dept.
175 W. 5th St., 92415-0150
714/383-2913

San Diego
Spalding, Ross
Ind. Comm. Dev. Mgr.
San Diego Gas & Electric Co.
101 Ash St., 92101
619/235-7766

San Jose
Tucker, James I., Econ. Dev. Exec. Dir.
San Jose Chamber of Comm.
1 Paseo de San Antonio, 95113
408/998-7000

San Mateo
Bostwick, Henry, Jr.
Exec. V.P. & Gen. Mgr.
San Mateo Cty. Dev.
4 W. 4th Ave., Suite 501, 94402
415/342-7278

Santa Maria
Hays, James F., C.I.D., Exec. Dir.
Santa Maria Valley Developers, Inc.
428 S. Broadway, Ste. E, 93454
805/922-7737

Santa Rosa
Apodaca, Daniel L., Dir.
Sonoma Cty. Econ. Dev. Bd.
2300 County Center Dr.
Suite 129, Bldg. A, 95401
707/527-2406

Stockton
Lange, Sylvin R., C.I.D., Exec. Dir.
San Joaquin Cty. Econ. Dev. Assn.
709 N. Center St., 2A, 95202
209/465-5931

Visalia
Graves, Edward F., Exec. Dir.
Tulare Cty. Econ. Dev. Corp.
9303 W. Airport Dr., 93277
209/651-1244

STATE INFORMATION:

Financial assistance to industry:
Aid for job training

Tax rates:
Corporate income tax 5.85-6.435%
Personal income tax 2.25-11%
General excise (gross income business) tax 4%
Gasoline tax .... $.085/gal.

Advanced education facilities:
Four-year colleges & universities 7
Two-year or junior colleges................7
Licensed trade, vocational, & technical schools.......................57

Medical facilities:
Hospitals...32
Clinics...56

Labor analysis:
High school graduates 13,948 (1981-82)
Mfg. workers in unions.................28%
(1980 preliminary total union & association membership as a percent of nonagricultural employment)

Source: **Hawaii Department of Planning and Economic Development**

ENVIRONMENT CONTROLS:

Air & Water Pollution

State Office of Environ. Quality Control, State Health Dept., 550 Halekauwilla St., Room 301, Honolulu, 96813, 808/548-6915

U.S. Environ. Protection Agency Office, Room 1302, Prince Kuhio Federal Bldg., Honolulu, 96850, 808/546-8910

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1984
HAWAII	965.0	1,033.4
Ewa	190.0	NA
Hilo	37.0	NA
Honolulu	365.0	382.9
Koolaupoko	109.4	NA
Wahiawa	41.6	NA
Waianae	32.8	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980 —Thousands—	Estimate 1984
Honolulu	762.9	805.8

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

Employment Thousands	Weekly Hours	Hourly Earnings $
HAWAII		
21.4	37.1	8.22
Honolulu		
15.4	37.9	8.27

Unemployment

*Major Market Areas—9/84**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
HAWAII		
466.2	30.9	6.6
Honolulu		
355.7	21.9	6.2

*Preliminary figures

Industrial Mix—1983

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
403.1	. . . .	. . . .
MANUFACTURING		
22.2	38.6	8.23
Food & kindred products—**SIC 20**		
11.1	39.2	7.44
Printing & publishing—**SIC 27**		
3.2	35.8	11.57

State Employment Security Agency

For additional labor market information: Dept. of Labor & Industrial Relations, P.O. Box 3680, Honolulu, 96811, 808/548-6468

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ewa (Honolulu)
Hilo 5, 10, 13, 21, 25
Honolulu 1-27
Wahiawa (Honolulu)
Waianae (Honolulu)

Airlines

1. Air Molokai-Tropic Airlines
2. Air New Zealand
3. Air Pacific
4. Air Tungaru
5. Aloha Airlines
6. American
7. China Airlines
8. Continental
9. CP Air
10. Hawaiian Air
11. Japan Air Lines
12. Korean Air Lines
13. Mid Pacific Airlines
14. Northwest
15. Pan American
16. Panorama Air
17. Philippine Airlines
18. Princeville Airways
19. Qantas
20. Reeves Air
21. Royal Hawaiian
22. Singapore Airlines
23. South Pacific Island Airways
24. TransAmerica
25. United
26. Western Airlines
27. World Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Hilo — 1g
Honolulu — 2e, 1g
Koolaupoko — 1g
Wahiawa — 1g
Waianae — 1g

1. Gasco Inc.
   P.O. Box 3379, Honolulu 96842
2. Hawaiian Elec. Co., Inc.
   900 Richards St., Honolulu 96813

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	200	16,300
Masonry	5	470
Sand & gravel (construction)	400	1,000
Stone:		
Crushed	4,500	23,000
Dimension	(1)	3
Combined value of gemstones, lime, & pumice		400
Grand Total Hawaii 1983		**41,173**

* = thousand short tons
(1) = less than ½ unit

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Hilo	71	75	0	3134
Honolulu	73	80	0	4389
Kaneohe	71	77	0	3329

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Keith, Kent M., Dir.
Dept. of Plng. & Econ. Dev.
P.O. Box 2359
Honolulu, 96804
808/548-3033

Utilities, Banks, Areas & Others

Honolulu

Bass, William M., Jr., Exec. Dir.
High Technology Dev. Corp.
Central Pacific Plz., Ste. 252
220 S. King St., 96813
808/548-8996

Sexton, Frederick A., Pres.
Econ. Dev. Corp. of Honolulu
Pacific Tower, Ste. 855
1001 Bishop St., 96813
808/545-4533

Kailua-Kona

Taylor, Clinton, Exec. Dir.
Hawaii Island Econ. Dev. Bd.
75-5737 Kuakini Hwy.
Suite 206, 96740
808/329-4713

Lihue

Pratt, David W., Pres.
Kauai Econ. Dev. Bd., Inc.
c/o Grove Farm Co., Inc.
Puhi Rural Brand, 96766
808/245-2822

SALEM
OREGON

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Industrial development revenue bonds
- Port revolving loan fund
- Business development loan fund

Tax rates:

Corporation excise tax	7.5% of net income
Personal income tax	4.2-10.8%
Personal property tax	varies locally (average $21.36 per $1000 of assessed value)
Franchise & incorp. tax	$20-$400

Advanced education facilities:

Four-year colleges & universities	30
Two-year or junior colleges	13
Vocational & business schools	80

Source: **Oregon Economic Development Department**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Dept. of Environ. Quality, 522 SW 5th, Portland, 97204, (503) 229-5696

State Employment Security Agency

For additional labor market information: Employment Div., 875 N.E. Union St., Salem, 97310, 503/378-3220

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
OREGON	2,632.7	2,675.7
Albany	26.5	NA
Beaverton	30.6	NA
Corvallis	41.0	42.0
Eugene	105.6	104.2
Gresham	33.0	NA
Hillsboro	27.7	NA
Medford	39.6	41.2
Portland	366.4	364.2
Salem	89.2	90.4
Springfield	41.6	40.6

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Eugene— Springfield	275.2	270.5
Medford	132.5	138.1
*Portland	NA	1,125.6
**Portland, OR— Vancouver, WA	1,242.2	1,333.1
Salem	249.9	254.4

*SMSA renamed in federal government's latest revisions
**Consolidated area

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—September 1984 (preliminary figures)

Employment Thousands	Weekly Hours	Hourly Earnings $
OREGON		
207.9	40.4	10.34
Eugene—Springfield		
19.7	39.8	10.61

Medford		
9.0	41.3	9.90
Portland		
102.4	40.5	10.67
Salem		
16.2	38.8	8.15

Unemployment

*Major Market Areas—9/84**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
OREGON		
1,333.2	99.3	7.5
Eugene—Springfield		
13.2	9.7	7.5
Medford		
67.9	4.9	7.3
Portland		
657.2	45.3	6.9
Salem		
128.3	7.7	6.0

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Portland, OR/WA 6/84
Office, professional & technical	
Clerks, payroll	7.95
Secretaries	9.19
Switchbd opr-recept's	6.95
Drafters V	11.09
Electronics technician	NA
Computer operators	8.55
Computer programmers (business)	11.08
Maintenance & powerplant (men)	
Carpenters	(a)13.73
Electricians	13.98
Engineers, stationary	(a)13.88
Machinists	13.71
Mechanics (machinery)	(c)13.41
Tool & die makers	(c)14.46
Custodial & material movement (men)	
Guards	(c)8.20
Janitors, porters & cleaners	(c)8.32
Laborers, mat'l handling	*10.12
Shipping & receiving clerks	10.47
Truckdrivers	11.13
Forklift operators	(c)9.97

* Computed from available statistics
(a) Mfg. & nonmfg. combined
(c) Men & women

Industrial Mix—1983

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
963.9	....	....
MANUFACTURING		
187.0	38.9	10.24
Primary metal industries—**SIC 33**		
7.4	40.9	12.37
Fabricated metal products—**SIC 34**		
9.3	39.7	9.77
Machinery, except electrical—**SIC 35**		
15.0	38.7	10.39
Electric & electronic equipment—**SIC 36**		
10.5	....	....
Transportation equipment—**SIC 37**		
7.0	....	....
Instruments & related prods.—**SIC 38**		
14.8	....	....
Food & kindred products—**SIC 20**		
23.8	35.5	8.17
Textile mill products—**SIC 22**		
1.7	36.5	5.87
Apparel & other textile prods.—**SIC 23**		
2.5	37.0	5.43
Paper & allied products—**SIC 26**		
9.3	41.0	13.33
Printing & publishing—**SIC 27**		
10.4	34.7	10.96
Chemical & allied products—**SIC 28**		
2.1	....	....
Rubber & misc. plastics prods.—**SIC 30**		
2.5	....	....

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Albany 1, 2 (Eugene)
Beaverton 1, 2 (Portland)
Corvallis 2 (Eugene)
Eugene 1, 2, 12, 13, 18
Gresham (Portland)
Hillsboro 1, 2 (Portland)
Medford 2, 13, 18
Portland 1-20
Salem 1, 2, 13
Springfield 2 (Eugene)

Railroads

1. Burlington Northern R.R. Co.
2. Southern Pacific Lines
3. Union Pacific System

Airlines

4. AFS Airlines
5. Aircal
6. Alaska Airlines
7. American
8. Cascade Airways
9. Continental
10. Delta
11. Eastern
12. Frontier Airlines
13. Horizon Air
14. Northwest
15. Pacific Southwest
16. Republic
17. TWA
18. United
19. Western Airlines
20. Wien Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albany — 4e, 3g
Beaverton — 5e, 3g
Corvallis — 4e, 3g
Eugene — 2e, 3g
Gresham — 5e, 3g
Hillsboro —5e, 3g
Medford — 4e, 1g
Portland — 4e, 5e, 3g
Salem — 5e, 3g
Springfield — 6e, 3g

1. CP National Corp.
   1355 Willow Way, Concord, CA
   94520
2. Eugene Water & Elec. Bd.
   P.O. Box 10148, Eugene 97440
3. Northwest Natural Gas Co.
   220 N.W. 2nd Ave., Portland 97015

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Call or write for our Industrial Site-Seeing Guide. Contact John MacGregor, Real Estate Manager, Port of Portland, P.O. Box 3529, Portland, OR 97208. (503) 231-5000. Outside Oregon in the continental U.S. call toll-free (800) 547-8411. If you're interested in Portland, we'll show you the sites.

INDUSTRIAL PARKS DIVISION
Port of Portland

Circle 68 on Brochure Service Card

4. Pacific Power & Light Co.
920 S.W. 6th Ave., Portland 97204
5. Portland General Electric Co.
121 S.W. Salmon St., Portland 97204
6. Springfield Utility Board
250 North "A" St., Box 300
Springfield 97477

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	112	167
Gem stones	NA	600
Nickel — short tons (cont. of ore & concentrate)	400	W
Sand & gravel (construction)	11,500	39,300
Stone:		
Crushed	13,000	42,000
Dimension	(1)	6
Talc & soapstone	W	W
Combined values of cement, diatomite, gold, lime, pumice, silver, and values indicated by symbol W		41,053
Grand Total Oregon 1983		**123,126**

* = thousand short tons except as noted
(1) = less than ½ unit
NA = not available
W = withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Corvallis	39	56	4987	202
Eugene	40	67	4799	261
Medford	38	73	4798	645
Portland	39	68	4691	332
Salem	39	66	4974	238

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Anderson, John, Director
Econ. Dev. Dept.
595 Cottage St. N.E.
Salem, OR, 97310
503/373-1200

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Medford

O'Neil, Brian, Dir.
Medford/Jackson Cty.
Econ. Dev. Corp.
304 S. Central Ave., 97501
503/772-6293

Portland

Bennett, Floyd, Ind. Dev. V.P.
First Interstate Bank of Ore.
P.O. Box 3131, 97208
503/225-2200

Maher, D. Tom, Econ. & Ind. Dev. Mgr.
Pacific N.W. Bell Telephone Co.
421 S.W. Oak St., Rm. 8S-1, 97204
503/242-5397

MacGregor, John, R. E. Mgr.
Port of Portland
P.O. Box 3529, 97208
503/231-5000

Peterson, Robert E., Dir.
Pacific Power & Light Co.
920 S.W. 6th Ave., 97204
503/243-3088

WASHINGTON

STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings
- Aid for job training
- Community Economic Revitalization Board

Tax rates:

Personal property tax	1%
Sales tax	6.5% (local 0.5-1.0%; up to 0.6% metro tax optional)
Inventory tax	phased out
Equip. & machinery tax	1% true value
Franchise & incorp. tax	$6,250 max.
Gasoline tax	$.16/gal.
Business & occupation (B&O) tax of gross proceeds from sales or gross income of business	0.484% for most business; 1.5% for services

Advanced education facilities:

Four-year colleges & universities	22
Two-year or junior colleges	27
Vocational & business training schools	5

Medical facilities:

Hospitals	113
Clinics	NA

Labor analysis:

High school 12th grade students as of October 1983	54,697

Source: **Washington State Department of Commerce and Economic Development**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Dept. of Ecology, Olympia, 98504, 206/459-6000

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1984
	—Thousands—	
WASHINGTON	4,130.2	4,346.7
Auburn	26.4	29.6
Bellevue	73.9	76.5
Bellingham	45.8	46.1
Bremerton	36.2	36.1
Edmonds	27.5	NA
Everett	54.4	55.4
Kennewick	34.4	39.0
Longview	31.1	NA
Olympia	27.4	28.7
Renton	30.6	NA
Richland	33.6	35.1
Seattle	493.8	490.0
Spokane	171.3	174.9
Tacoma	158.5	163.8
Vancouver	42.8	43.7
Walla Walla	25.6	NA
Yakima	49.8	50.2

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980	Estimate 1984
	—Thousands—	
Bellingham	106.7	112.7
Bremerton	146.6	165.7
Olympia	124.3	138.2
**Portland, OR—Vancouver, WA	1,242.2	1,333.1
Richland—Kennewick—Pasco	144.5	159.1
*Seattle	1,606.8	1,675.4
Spokane	341.8	354.2
Tacoma	485.6	513.3
*Vancouver	NA	207.5
Yakima	172.5	179.8

*SMSA renamed in federal government's latest revisions.
**Consolidated area

LABOR:

Employment, Hours, & Earnings

Manufacturing Payrolls, Average Gross for Production Workers—August 1984

Employment Thousands	Weekly Hours	Hourly Earnings $
WASHINGTON		
292.6	NA	NA

NA = not available

Unemployment

*Major Market Areas—9/84**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
WASHINGTON		
2,041.0	162.9	8.0

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Security Dept., 212 Maple Park, Olympia, 98504, 206/753-5243

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Seattle Everett 12/83	Tacoma 1/83
Office, professional & technical		
Clerks, payroll	7.48	NA
Secretaries	*10.84	7.53
Stenographers	NA	NA
Switchbd opr-recept's	5.46	NA
Drafters V	(b)12.61	12.13
Electronics technicians	11.05	11.92
Computer operators	*9.49	7.75
Computer programmers (business)	10.20	NA
Maintenance & powerplant (men)		
Carpenters	13.48	13.19
Electricians	13.96	13.01
Engineers, stationary	13.37	11.81
Machinists	NA	13.57
Mechanics (machinery)	13.56	12.09
Custodial & material movement (men)		
Guards	9.67	4.75
Janitors, porters & cleaners	*9.97	6.04
Laborers, mat'l handling	NA	8.01
Shipping & rec. clerks	(c)10.35	NA
Truckdrivers	12.35	12.99
Forklift operators	11.11	11.27

*Computed from available statistics
(b) Nonmanufacturing
(c) Men & women

Industrial Mix—1982*

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT (1,579.4)	- - - -	- - - -
MANUFACTURING (276.8)	38.5	11.23
Fabricated metal products—SIC 34 (9.3)	39.0	10.72
Machinery, except electrical—SIC 35 (15.1)	38.8	9.60
Electric & electronic equipment—SIC 36 (10.8)	38.5	7.56
Transportation equipment—SIC 37 (79.6)	40.9	12.94
Food & kindred products—SIC 20 (31.5)	37.4	9.25
Apparel & other textile prods.—SIC 23 (5.8)	36.5	5.19
Paper & allied products—SIC 26 (15.7)	38.9	11.94
Printing & publishing—SIC 27 (16.0)	35.9	10.60
Chemicals & allied products—SIC 28 (10.1)	41.3	11.60

*All figures 1982 except those in parentheses, which are 1983.

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Auburn 1, 4 (Seattle)
Bellevue 1 (Seattle)
Bellingham 1, 16, 25
Bremerton 1 (Seattle)
Edmonds 1 (Seattle)
Everett 1 (Seattle)
Kennewick 1, 4 (Pasco)
Longview 1, 4 (Portland, OR)
Olympia 1, 4 (Seattle)
*Pasco 9, 17, 30
Renton 1 (Seattle)
Richland 1, 4 (Pasco)
Seattle 1-31
Spokane 1, 6, 9, 15, 17, 20, 21, 29, 30
Tacoma 1, 4 (Seattle)
Vancouver 1, 4 (Portland, OR)
Walla Walla 1, 9
Yakima 1, 4, 9, 17
*Under 25,000

Railroads

1. Burlington Northern R.R. Co.
2. CP Rail
3. Milwaukee Road
4. Union Pacific System

Airlines

5. Aircal
6. Alaska Airlines
7. American
8. British Airways
9. Cascade Airways
10. Chinook Air
11. Continental
12. Delta
13. Eastern
14. Finnair
15. Frontier Airlines
16. Harbor Airlines
17. Horizon Air
18. Japan Air Lines
19. Mexicana
20. Northwest
21. Pacific Southwest
22. Pacific Western
23. Pan American
24. Republic
25. San Juan Airlines
26. SAS
27. Thai Airways Int'l
28. TWA
29. United
30. Western Airlines
31. Wien Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Auburn — 9e, 2g, 13g
Bellevue — 9e, 13g
Bellingham — 9e, 1g
Bremerton — 9e, 1g
Edmonds — 8e
Everett — 8e, 13g
Kennewick — 5e, 1g
Longview — 7e, 1g
Olympia — 9e, 13g
Renton — 9e
Richland — 10e, 1g
Seattle — 11e, 13g
Spokane — 14eg
Tacoma — 12e, 13g
Vancouver — 6e, 3g
Walla Walla — 4e, 1g
Yakima — 4e, 1g

1. Cascade Nat. Gas. Corp.
   222 Fairview Ave. N., Seattle 98109
2. Enumclaw Gas Dept.
   1339 Griffin Ave., Enumclaw 98022
3. Northwest Natural Gas Co.
   220 N.W. 2nd Ave., Portland, OR 97015
4. Pacific Power & Light Co.
   920 S.W. 6th Ave., Portland, OR 97204
5. P.U.D. No. 1, Benton County
   Box 6270, Kennewick 99336
6. P.U.D. No. 1, Clark County
   1200 Ft. Vancouver, Box C-005
   Vancouver 98668
7. P.U.D. No. 1, Cowlitz County
   960 Commerce Ave., Longview 98632
8. P.U.D. No. 1, Snohomish County
   2320 California, Box 1107, Everett 98206
9. Puget Sound Power & Light Co.
   Puget Power Bldg., Bellevue 98009
10. Richland Energy Services Dept.
    P.O. Box 190, Richland 99352
11. Seattle City Light
    1015 Third Ave., Seattle 98104
12. Tacoma Pub. Utilities, Light Div.
    Box 11007, Tacoma 98411
13. Washington Natural Gas Co.
    815 Mercer St., Seattle 98109
14. Washington Water Power Co.
    1411 E. Mission Ave., Box 3727,
    Spokane 99220

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	W	W
Clays	219	1,552
Gem stones	NA	200
Gold	15,401	6,545
Sand & gravel:		
Construction	16,000	51,200
Industrial	250	3,000
Stone:		
Crushed	9,000	32,000
Dimension	15	2,370
Talc	W	W
Combined value of cement (masonry), copper, diatomite, gypsum, lead, lime, olivine, peat, silver, and values indicated by symbol W		114,304
Grand Total Washington 1983		**211,171**

* = thousand short tons
NA = not available
W = withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. °F		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bellingham	37	62	5638	57
Everett	38	63	5352	76
Longview	39	64	5059	139
Seattle	41	65	4681	200
Spokane	26	70	6882	411
Tacoma	40	65	4796	158
Vancouver	38	66	5026	269
Yakima	28	70	6031	484

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Schrock, Richard T., Dir.
Washington State Dept. of Comm. & Econ. Dev., Gen. Admin. Bldg.
Olympia, 98504
206/753-5630

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 28.

Utilities, Banks, Areas & Others

Seattle

Fleming, George T., Econ. Dev. Mgr.
Pacific N.W. Bell Telephone Co.
1600 Bell Plaza, Rm. 1804, 98191
206/345-5210

Knapp, T. F., Land & Ind. Dev. Dir.
Upland Industries Corp.
16400 South Center Pkwy.
Suite 305, 98188

Spokane

Ahrens, Richard G., Area Dev. Admin.
Washington Water Power Co.
P.O. Box 3727, 99220
509/489-0500 Ext. 2255

Tacoma

Brackett, Gary D., Mgr.
Bus./Ind. & Int'l Trade
Tacoma Pierce Cty. Chamber of Comm.
P.O. Box 1933, 98401
206/627-2175

PLANT LOCATION ADVERTISERS offer you the best possible contacts for information on their areas. Contact them directly or use the handy reader inquiry card in the back of the book.

PUERTO RICO

STATE INFORMATION:

Financial assistance to industry:

Manufacturers can negotiate for incentives involving employee training, transportation and installation of equipment, and machinery and rental costs. Incentives are based on industry and location requirements.

Industrial parks and standard buildings are constructed in advance of demand, and facilities are built to specifications under turn-key contracts. Standard rentals are $1.25 to $2.50 per square ft.

Tax rates:

P.R. has a unique status under U.S. tax codes. Qualifying companies receive 100% credit against federal taxes on corporate income, even after these funds are repatriated.

State tax incentives on corporate income and real estate personal property begin at 90% exemption and scale downward at five-year intervals for up to 25 years, depending on the location. Municipal taxes and fees are 100% eliminated for this period.

Advanced education facilities:

Universities	6
Regional (community) colleges	30
Vocational schools	14
Technical institutes	5
Advanced program electronic schools	2

Industrial Pharmacy Educational Services (IPES)
(Public and private fund support for masters degrees given to industrial students)

Source: **Economic Development Administration of Puerto Rico**

ENVIRONMENTAL CONTROLS:

Environmental Quality Board
Pedro Gelabert, Exec. Dir.
204 Del Parque St.
P.O. Box 11485
Santurce, PR 00910
809/725-5140

POPULATION:

Selected Municipalities of Puerto Rico

	Census 1970	Census 1980
Puerto Rico	2,712,033	3,196,520
Aguada	25,658	31,567
Aguadilla	51,355	54,606
Arecibo	73,468	86,766
Bayamón	156,192	196,206
Caguas	95,661	117,959
Canovanas	NA	31,880
Carolina	107,643	165,954
Cataño	26,459	26,243
Cayey	38,432	41,099
Cidra	23,892	28,365
Coamo	26,468	30,822
Corozal	24,545	28,221
Dorado	17,388	25,511
Fajardo	23,032	32,087
Guaynabo	67,042	80,742
Guayama	36,249	40,183
Humacao	36,023	46,134
Juana Diaz	36,270	43,505
Juncos	21,814	25,397
Lares	25,263	26,743
Mayaguez	85,857	96,193
Manati	30,559	36,562
Moca	22,361	29,185
Ponce	158,981	189,046
Rio Grande	22,032	34,283
Salinas	21,837	26,438
San German	27,990	32,922
San Juan	463,242	434,849
San Lorenzo	27,755	32,428
San Sebastian	30,157	35,690
Toa Alta	18,964	31,910
Toa Baja	46,384	78,246
Trujillo Alto	30,669	51,389
Utuado	35,494	34,505
Vega Alta	22,810	28,696
Vega Baja	35,327	47,115
Yabucoa	30,165	31,425
Yauco	35,103	37,742

NA = not available

Standard Metropolitan Statistical Areas—SMSAs

	Census 1980 —Thousands—
Arecibo	140.6
Caguas	174.0
Mayaguez	133.5
Ponce	253.3
San Juan	1088.4

Average Hourly Earnings in Manufacturing in $ by Industry Code

SIC		Puerto Rico 7/84
23	Apparel and related products	$ 3.99
28	Chemicals and allied products	6.01
36	Electrical machinery, equipment and supplies	5.16
34	Fabricated metal products	5.44
20	Food and kindred products	5.07
25	Furniture and fixtures	3.91
31	Leather and leather products	3.69
24	Lumber and wood products	3.72
35	Machinery, except electrical	5.18
26	Paper and allied products	5.27
29	Petroleum refining and related industries	10.04
33	Primary metal industries	5.21
27	Printing, publishing and allied industries	4.91

The Industrial Evolution of Puerto Rico works because the people of Puerto Rico get things done.

The people of Puerto Rico set out to make a showcase for democracy in the Caribbean and the "ideal second home for American business."

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Of the 2300 manufacturing plants in Puerto Rico, 1500 are Mainland subsidiaries. 93% of their supervisors and managers are from Puerto Rico.

The people of Puerto Rico can get things done for your company, too.

Our Economic Development Administration will be pleased to consult with you personally. Call (800) 223-0699; in New York State, (212) 245-1200, or our regional offices in Atlanta, Boston, Chicago, Dallas, Los Angeles and San Francisco. Or write Puerto Rico Industrial Development, Dept. PL-6, 1290 Avenue of the Americas, New York, N.Y. 10104.

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PUERTO RICO

The Industrial Evolution of the Commonwealth of Puerto Rico.
The American success story in the Caribbean.

A message from the Economic Development Administration of Puerto Rico.

Circle 137 on Brochure Service Card

38	Professional and scientific instruments	5.21
30	Rubber and miscellaneous plastic products	4.47
32	Stone, clay, glass and concrete products	5.21
22	Textile mill products	4.26
21	Tobacco manufacturers	5.12
37	Transportation equipment	4.31
39	Miscellaneous manufacturing industries	4.57
	All manufacturing industries$	4.94

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Puerto Rico 12/83*
Office, professional & technical	
Clerks, file	4.36
Secretaries	6.34
Stenographers, general	5.15
Switchbd operators	4.69
Drafters	6.44
Electronics technicians	7.78
Computer operators	6.06
Computer programmers	NA
Maintenance & powerplant (men)	
Carpenters	5.29
Electricians	6.88
Engineers, stat'ry	7.58
Machinists	7.89
Mechanics (machinery)	6.98
Tool & die makers	7.91
Custodial & materials movement (men & women)	
Guards and watchmen	3.72
Janitors, porters, & cleaners	4.14
Laborers, mat'l hdlg	4.48
Shipping packers	4.40
Truckdrivers	5.41
Forklift operators	5.18

*Office & plant workers combined

Unemployment

	Fiscal Year 1984 Unemployment Percent
Total of workforce unemployed	22.0

TRANSPORTATION:

Roberto Lugo D'Acosta, Exec. Dir.
Puerto Rico Maritime Shipping Authority
Banco de Ponce Bldg., 9th Floor
Hato Rey, 00918
P.O. Box 71105
San Juan, 00936
809/754-6565
(Provides regular round trip sailing between San Juan and major main land, gulf, south Atlantic and east coast ports, and Pacific ports.)

Domestic Airlines

American
Eastern
Airlift International
Flying Tigers
Capitol Airlines
Delta
Arrow

Port Authority

Carlos Soler Aquino, Exec. Dir.
Isla Grande Airport
Miramar
G.P.O. Box 2829
San Juan, PR 00936
809/723-2260

UTILITIES:

Wilfredo Marcial, Exec. Dir.
PR Electric Power Authority
G.P.O. Box 4267
San Juan, PR 00936
809/721-1212

Libertario Aviles, Gen. Mgr.
Communications Authority
Muñoz Rivera Ave. & Coll y Toste St.
P.O. Box 11248
Santurce, PR 00910
809/751-5151

Enrique Jimenez, Exec. Dir. & Pres.
PR Telephone Authority
1500 F. D. Roosevelt Ave.
G.P.O. Box 998
San Juan, PR 00936
809/782-8262

CLIMATE:

Year round average temperature........78°

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	986	81,822
Clays	162	298
Lime	27	1,906
Sand & gravel	NA	NA
Stone:		
Crushed	NA	NA
Dimension	NA	NA

Grand Total Puerto Rico 1982 (does not include value of items not available)........84,026

* = thousand short tons except as noted
NA = not available

INDUSTRIAL DEVELOPMENT COUNSELORS:

State Development Agency

Madera, Jose R., Admin.
Econ. Dev. Admin.
G.P.O. 2350
San Juan, PR 00936
809/758-4747

Escudero, Raul, Dpty. Admin. for Continental Operations
Econ. Dev. Admin.
1290 Ave. of Americas
New York, NY 10104
212/245-1200

Utilities, Banks, Areas & Others

Santurce
Pietrantoni, Julio, Pres.
Gov't Development Bank for PR
Minillas Governmental Center
P.O. Box 42001
Minillas Sta.
Santurce, PR 00940
809/726-6465 or -2525

Loubriel, Wilson M., Exec. Dir.
Aqueduct & Sewer Authority
604 Dr. Barbosa Ave.
P.O. Box 7066
Hato Rey, PR 00916
809/758-5757

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- QUEBEC
- PRINCE EDWARD ISLAND
- SASKATCHEWAN

Regional Review:

By Russell W. Neal

Canada's economic health does not always follow that of its neighbor, biggest supplier, and biggest customer, the United States; the economic health of the U.S. is a decidedly important factor though. The U.S. buys and sells more goods from and to Canada than it does from or to any other nation; moreover, industry sectors of Canada's economy are dominated by major U.S. companies. When the U.S. economy burgeoned in 1983 and 1984, Canada's got healthier, but since then its complexion has paled.

Economic indicators. What are some of the general indicators of Canada's economic position? First there are interest rates. Interest rates in Canada are ostensibly free to find their own level, but in fact are established on a weekly basis by the Bank of Canada's lending rate to chartered banks. That rate has followed the U.S. interest rates downward—when the U.S. rate goes down, so does the Canadian rate in order to maintain the flow of capital in and out of the country. Currently interest rates are the lowest in over four years, with the banks' prime lending and mortgage rates having come down as well and there are indications that the interest rate may decline further.

Another economic indicator is the stock market. After a few months of growth in 1984, the stock market began to sag a little, was stimulated late in the year, and now has begun to show weakness again. And when the stock market index declines, economic activity declines as well, usually five to six months after the initial sag in the stock market.

Government policies. Following the mandate for change that swept the Progressive conservative government into power last September a stimuli was expected to be placed on economic development, which was essential to improve economic health.

The government's strategy for economic renewal has been clearly outlined in a white paper entitled *A New Direction for Canada* presented by the Minister of Finance. The paper sets out an agenda that will form the basis of consultation with two objectives: to promote private-sector growth, and to restore fiscal flexibility. The four pillars of private-sector growth that the paper addresses are: 1) research and development, innovation, and technology diffusion; 2) export markets and financing; 3) private sector investment; and 4) labor markets and human resources.

Some of those consultations are underway, and some are awaiting the final recommendations of the Macdonald Royal Commission, a liberal-instituted commission developing recommendations for the future social and economic development of Canada. History indicates that 90% of the recommendations of royal commissions are carried out, so the proposals made by this commission cannot be ignored.

The new government has some major moves to its credit. Of primary interest to economic developers are the changes to the Foreign Investment Review Agency (FIRA), now renamed Investment Canada; and the Industrial Regional Development Program (IRDP), one of the main programs for stimulating economic growth and export promotion and conceived as one of the mainstays of Canadian economy.

The changes in the FIRA program have brought about more clear-cut provisions designed to attract foreign investment into Canada. Definitions and rules are clearer; and speeding up the whole process is a goal.

The IRDP, introduced in mid-1983, was originally designed to promote regional industrial development through financial assistance for private-sector initiatives. The focus of the program is on the less-advantaged economic areas in Canada. The new government has tightened up some of the criteria and eliminated others in the program; specifically, eliminating two of the program's major provisions in industrial development climate element and tourism projects—in the future they will be handled through federal and provincial agreements. The other changes to IRDP were reducing the former maximum levels of assistance for projects by two thirds, and improving the focus of modernization and expansion elements toward the needy tiers of the regional economic structure. The important note in all this is that the Industrial Regional Development Program is still one of the main government programs for economic development stimulus.

Another move by the new government is to reintroduce the Bankruptcy Act, although not necessarily in its present form. Changes will likely deal with the priorities proposed; the first one being giving priority to employees in a bankruptcy.

Immigration. Last November the Hon. Flora MacDonald, minister of employment and immigration, presented an annual report on future immigration levels and a companion background paper to Parliament. The report indicated that the 1985 levels of immigration had been established between 85,000 and 90,000 and that the emphasis now is on background, expertise, and entrepreneurial spirit of the business immigrant rather than on the business proposal.

Other proposals discussed in the report included economic immigration selecting workers to immigrate on the basis of their ability to benefit the economy; social immigration—permitting eligible relatives in Canada to sponsor family members from abroad; the annual refugee plan—immigration levels of which have been increased 1,000, plus a provision for an additional 4,000 privately sponsored refugees; and special humanitarian measures—permitting persecuted and displaced foreigners to immigrate. As a result of the last proposal, 5,000 to 8,000 landings are expected, which isn't a small number when examined in light of the country's current population and its economic ability to

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Mr. Neal is founder and president of R.W. Neal & Associates, Ltd., an association management consulting firm in Ottawa, Ontario. He is also executive director of the Industrial Developers Association of Canada.

incorporate these people.

Labor. Labor unrest has been a continuing factor in Canada and is now exhibiting new wrinkles. Recently the Canadian branch of the United Auto Workers union moved to separate from the international union and run its own show. It is far too early to determine what the outcome of that separation would be, but it clearly has the support of the majority of its members. Despite the difficulties, sound labor management relations continue in most other sectors of the economy.

Additionally, the Canadian Labor Congress (CLC) has taken pains to ensure that it's a ruling body speaking with one voice—that of President Dennis McDermott—after some of its officers strenuously objected to CLC's initiatives to consult with government regarding cutting back public service employment as a cost-saving measure. The initiatives have just been introduced and it is far too soon to foresee the outcome.

A look ahead. The year ahead for economic developers in Canada will not always be an easy one. The focus for them will be toward improving and expanding the current economic capital base while paying attention to opportunities.

While gross national product is not likely to improve greatly in the first half of the year, there are signs that it could rebound in the second half to 2.5% net real growth. While it is unlikely that all of the economic geographic fluctuations will be overcome, recent moves in the energy sector to approach world pricing and improve productivity should mean the beginnings of a general recovery in that sector, particularly in western Canada and offshore in eastern Canada. Housing should improve in 1985 particularly in hard-hit areas. The nation's balance of trade continues to be in the positive column and is expected to remain reasonably healthy. And while the Canadian dollar continues to float at 75% of the U.S. dollar, it is stronger against European currencies.

On balance, the economic outlook for Canada is still a concern. However, with the efforts being made by the federal government toward attracting and keeping business through positive legislation, and with the economic strength of some of Canada's major cities—Toronto, Ontario, Ottawa, and Vancouver in particular—Canada is an attractive and profitable place to locate.

PROVINCE INFORMATION:

Financial assistance to industry:

- Manpower aid for job training & job creation
- Loans to small business locating in rural areas through Alberta Opportunity Company (a Crown corporation)
- Grants (DRIE) for agricultural/food processing industries in most of Alberta

Tax rates:

Corporate income tax:
General 11%
(only 5% for manufacturing business effective April 1985)
Small business 5%
(0% for small business in manufacturing effective April, 1985)
Personal income tax .... 43.5% of federal

Advanced education facilities:

Four-year colleges & universities	4
Two-year or junior colleges	10
Vocational & business schools	6
Further education councils	81

Source: **Alberta Department of Tourism & Small Business**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Environmental Permits & Licenses:
John Defir, Dir., Standards & Approvals Br., Alberta Environ., Oxbridge Place, 5th Fl., 9820-106 St., Edmonton, T5K 2J6, 403/427-5883

Environmental Spills etc.:

R. N. Briggs, Dir., Pollution Control Div., (same address as above), 403/427-6270; Emergency No. 800/222-6514

POPULATION:

Cities over 25,000

	Census 1981 —Thousands—	Estimate 1984
ALBERTA	2,237.7	2,345.1
Calgary	592.7	633.1
Edmonton	532.2	577.4
Lethbridge	NA	56.7
Medicine Hat	40.3	40.6
Red Deer	NA	53.9
St. Albert	32.9	32.7

NA = not available

Census Metropolitan Areas

	Census 1981 —Thousands—	Estimate 1984
Calgary	592.7	633.1
Edmonton	657.0	699.3

LABOR:

Employment, Hours, & Earnings

*Manufacturing Payrolls, Average Hours, and Earnings—7/84**

Employment Thousands	Weekly Hours	Hourly Earnings $
ALBERTA		
70.5	37.2	12.18
Calgary		
23.5	36.5	11.96
Edmonton		
23.6	37.9	12.34

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—10/84

Work Force Thousands	Unemployed Thousands	Unemployment Percent
ALBERTA		
1,255	131	10.5

(figures are unadjusted for seasonal variation)

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Calgary 1-7, 10-15
Edmonton 1-4, 6, 8-10, 12-15
Lethbridge 2, 15
Medicine Hat 2, 15
Red Deer 1, 2 (Calgary)
St. Albert 1 (Edmonton)

Railroads

1. Canadian National Rwy.
2. CP Rail

Airlines

3. Air Canada
4. American
5. Cascade Airways
6. CP Air
7. Lufthansa
8. Norcanair
9. Northwest
10. Pacific Western
11. Soundair
12. Southern Frontier
13. Time Air
14. United
15. Western

*Industrial Mix—7/84**

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
70.5	37.2	12.18
DURABLE GOODS		
29.7	37.3	12.58

NONDURABLE GOODS	40.9	37.1	11.79
Food & beverages—SIC 101-109	14.6	37.4	11.28
Wood prods.—SIC 251-259	4.3	37.2	11.26
Paper & allied ind.—SIC 271-274	2.6	37.1	13.97
Printing, pub., & allied ind.—SIC 286-289	7.9	33.2	11.06
Primary metal ind.—SIC 291-298	3.6	38.1	15.12
Metal fabricating ind.—SIC 301-309	6.5	36.4	13.16
Machinery, except elec.—SIC 311-318	4.3	37.0	11.98
Transportation equip.—SIC 321-329	1.8	35.5	11.28
Electrical prods.—SIC 331-339	2.8	36.3	12.10
Nonmetallic min. prods.—SIC 351-359	4.8	39.2	13.15
Petroleum & coal prods.—SIC 365-369	3.0	45.5	17.63
Chemicals & chem. prods.—SIC 372-379	5.0	38.0	14.57
Misc. manufacturing ind.—SIC 391-399	2.8	35.5	9.53

*for employees paid by the hour, including overtime

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Calgary — 1e, 2g
Edmonton — 3e, 6g
Lethbridge — 4e
Medicine Hat — 5eg
Red Deer — 7e, 6g
St. Albert — 8e, 6g

1. Calgary Electric System
   2808 Spiller Road, Box 2100
   Calgary T2P 2M5
2. Canadian Western Natural Gas Co.
   909 11th Ave., S.W.
   Calgary T2R 1L8
3. Edmonton Power
   Continental Bank Bldg. 900
   10250 101st St., Edmonton
   T5J 3P4
4. Lethbridge Electric Dept.
   City Hall, Lethbridge T1J OP6
5. Medicine Hat Utilities
   580 1st St., S.E.
   Medicine Hat T1A 8E6
6. Northwestern Utilities Ltd.
   10040 104th St., Edmonton T5J 2S3
7. Red Deer Electric Light & Power
   Box 5008, Red Deer T4N 3T4
8. Transalta Utilities Corp.
   110 12th Ave., S.W., Box 1900
   Calgary T2P 2M1

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Gold (g)	15	259
Silver (kg)	. . . .	1
Peat (metric ton)	47	6,585
Quartz (mt)	. . . .	2,763
Salt (metric ton)	916	15,918
Sodium sulfate	. . . .	3,895
Sulfur, elemental (metric ton)	6,342	414,226
Coal (metric ton)	21,779	471,000
Natural gas (thous. m³)	63,290	6,577,055
Natural gas by-products (m³)	17,582	2,617,695
Petroleum, crude (m³)	66,128	13,714,837
Clay products	. . . .	12,207
Cement (metric ton)	1,190	126,860
Lime (metric ton)	146	10,300
Sand & gravel (metric ton)	43,789	126,354
Stone (metric ton)	286	3,457
Grand Total Alberta 1983		**24,103,412**

CLIMATE:

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Calgary	12	62	113
Edmonton	6	64	121
Medicine Hat	10	68	89

INDUSTRIAL DEVELOPMENT COUNSELORS:

Province Development Agency

Cole, T. J., Dir., Bus. Locations
Alberta Dept. of Tourism & Small Business
15th Fl., Capitol Sq. Bldg.
10065 Jasper Ave.
Edmonton, Alberta, T5J 0H4
403/427-5267

Railroads

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Calgary

Harris, Roy, Mfg. Mgr.
Calgary Econ. Dev. Authority
205-9 Ave. S.E.
P.O. Box 2100, Station M, T2P 2M5
403/268-2331

Edmonton

Bleiken, Allan G., Gen. Mgr.
Shields, Allan, Ind. Mktg. Mgr.
Bus. Dev. Dept.
Edmonton Econ. Dev. Authority
2410 Oxford Tower
10235-101 St., T5J 3G1
403/424-7870

Douglas, David, Partner
Woods Gordon
1700 Continental Bank Bldg.
10250-101 St., T5J 3P4
403/423-5822

Dove, A. J., Ind. Dev. Mgr.
Mountain Region
CN Rail
10004-104 Ave., T5J 0K2
403/429-8388

Relf, J. A., Ind. Dev. Sr. Dir.
Alberta Econ. Dev.
9th Fl., Pacific Plaza
10909 Jasper Ave., T5J 3L9
403/427-2005

Lethbridge

O'Connell, Dennis S., Econ. Dev. Dir.
City of Lethbridge, City Hall
910-4th Ave. S., T1J 0P6
403/320-3910

Medicine Hat

Cormier, David A., Econ. Dev. Mgr.
City of Medicine Hat
City Hall, T1A 0C7
403/526-5971

Red Deer

Scott, Alan V., Econ. Dev. Dir.
City of Red Deer
P.O. Box 5008, T4N 3T4
403/342-8105

St. Albert

Martin, Peter, Econ. Dev. Mgr.
City of St. Albert
5 St. Ann St., T8N 1E8
403/459-1613

BRITISH COLUMBIA

PROVINCE INFORMATION:

Financial assistance to industry:

- Conventional financing for buildings & equipment
- Low Interest Loan Assistance (LILA) provides loans from $30,000 to $200,000 for modernization, expansion or establishment of manufacturing or processing facilities

Tax rates:

Corporate income tax	8%-16%
Personal income tax	44% of fed.
Sales	7%

Advanced education facilities:

Universities	3
Community colleges	15
Vocational & business schools	6

Marine Technology Park adjacent to Institute of Ocean Sciences

Centre of Excellence for advanced micro-electronics established at the University of B.C.

Source: **British Columbia Ministry of Industry & Small Business Development**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Waste Mgt. Branch, Ministry of Environ., 1106 Cooke St., Victoria, V8V 1X4, 604/387-1161

POPULATION:

Cities over 25,000

	Census 1981 —Thousands—	Estimate 1984 —Thousands—
BRITISH COLUMBIA	2,744.7	2,851.7
Burnaby	136.5	NA
Chilliwack	40.6	NA
Kamloops	64.0	63.9

BRITISH COLUMBIA

Kelowna	59.2	61.1
Nanaimo	47.1	51.7
New Westminister	38.6	38.9
North Vancouver	34.0	36.8
Penticton	NA	25.8
Port Coquitlam	27.5	28.1
Prince George	67.6	69.5
Vancouver	414.2	416.3
Victoria	64.4	65.5

NA = not available

Census Metropolitan Areas

	Census 1981	Estimate 1984
	—Thousands—	
Vancouver	1,268.2	1,296.4
Victoria	233.5	238.3

LABOR:

Employment, Hours, & Earnings

*Manufacturing Payrolls, Average Hours, and Earnings—7/84**

	Employment Thousands	Weekly Hours	Hourly Earnings $
BRITISH COLUMBIA	135.8	35.4	14.68
Vancouver	67.1	35.0	13.91
Victoria	3.9	33.9	13.37

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—10/84

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
BRITISH COLUMBIA	1,417	198	14.0

(figures are unadjusted for seasonal variation)

Industrial Mix—7/84*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	135.8	35.4	14.68
DURABLE GOODS	74.5	35.8	15.21
NONDURABLE GOODS	61.3	34.8	13.90
Food & beverages—**SIC 101-109**	21.5	32.5	13.12
Wood prods.—**SIC 251-259**	37.0	35.5	15.18
Paper & allied ind.—**SIC 271-274**	18.1	38.1	17.04
Printing, pub., & allied ind.—**SIC 286-289**	8.0	29.0	14.12
Primary metal ind.—**SIC 291-298**	6.8	37.7	16.80
Metal fabricating ind.—**SIC 301-309**	8.0	36.0	15.75
Machinery, except elec.—**SIC 311-318**	4.0	37.0	13.37
Transportation equip.—**SIC 321-329**	8.9	34.4	15.67
Electrical prods.—**SIC 331-339**	3.0	37.7	13.29
Nonmetallic min. prods.—**SIC 351-359**	4.0	37.3	15.65
Petroleum & coal prods.—**SIC 365-369**	0.9	42.6	16.31
Chemicals & chem. prods.—**SIC 372-379**	3.7	37.4	13.44
Misc. manufacturing ind.—**SIC 391-399**	2.4	33.3	10.58

*for employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Kamloops 3, 4, 12, 15
Kelowna 3, 4, 12, 15, 19
Nanaimo 4, 5, 9
New Westminster 2-4 (Vancouver)
North Vancouver 1, 2, 4 (Vancouver)
Prince George 1, 3, 9, 15
Vancouver 2-17, 19-21
Victoria 3-6, 9, 15, 1[illegible]

Railroads

1. BC Rail
2. Burlington Northern R.R. Co.
3. Canadian National Rwy.
4. CP Rail

Airlines

5. Air BC
6. Air Canada
7. British Airways
8. Cathay Pacific
9. CP Air
10. Frontier Airlines
11. Harbor Airlines
12. Inter City Air
13. Japan Airlines
14. Lufthansa
15. Pacific Western
16. Qantas
17. South Pacific Island Airways
18. San Juan Airlines
19. Time Air
20. United
21. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Kamloops — 1e, 2g
Kelowna — 3e, 2g
Nanaimo — 1e, 5g
New Westminster — 1e, 4e
North Vancouver — 1e
Prince George — 1e, 2g
Vancouver — 1eg
Victoria — 1eg

1. British Columbia Hydro & Power Authority, 970 Burrard St., Vancouver V6Z 1Y3
2. Inland Natural Gas Co., Ltd. 1066 West Hastings St., Vancouver V6J 2G9
3. Kelowna Electric Dept. 1435 Water St., Kelowna V1Y 1J4
4. New Westminster Electric Dept. City Hall, 511 Royal Ave. New Westminster V3L 1H9
5. Vancouver Island Gas Co., Ltd. Ste. 6-77 Victoria Crescent, Nanaimo V9R 5B9

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Antimony (kg)	264	1,432
Bismuth (kg)	47	215
Cadmium (kg)	138	423
Copper (kg)	282,754	590,758
Gold (g)	8,072	135,156
Iron ore (metric ton)	497	13,078
Lead (kg)	112,942	66,659
Molybdenum (kg)	10,179	87,564
Silver (kg)	407	185,111
Tin (kg)	136	1,934
Zinc (kg)	95,289	109,516
Asbestos (metric ton)	82	53,396
Barite (metric ton)	. . . .	1,522
Gemstones (kg)	. . . .	577
Gypsum (metric ton)	460	4,917
Magnesitic dolomite & brucite (metric ton)	. . . .	999
Peat (metric ton)	14	2,324
Quartz (metric ton)	. . . .	1,787
Sodium sulfate	. . . .	300
Sulfur in smelter gas (metric ton)	205	11,990
Sulfur, elemental (metric ton)	279	12,525
Coal (metric ton)	11,704	573,962
Natural gas (thous. m^3)	6,880	381,306
Natural gas by-products (m^3)	257	39,389
Petroleum, crude (m^3)	2,096	404,144
Clay products	. . . .	7,336
Cement (metric ton)	763	66,282
Lime (metric ton)	104	7,846
Sand & gravel (metric ton)	40,969	112,456
Stone (metric ton)	4,915	27,084

Grand Total British Columbia 1983 2,902,831

CLIMATE:

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Kamloops	21	70	90
Prince George	11	59	162
Vancouver	36	63	161
Victoria	39	60	142

INDUSTRIAL DEVELOPMENT COUNSELORS:

Province Development Agency

Eggleston, David, Bus. Dev. Dir.
B.C. Ministry of Ind. & Small Business Dev.
Suite 315, Robson Sq.
800 Hornby St., Vancouver, V6Z 2C5
604/689-4411

Railroads

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Kamloops

Spargo, Sidney H., Econ. Dev. Mgr.
City of Kamloops
7 Victoria St. W., V2C 1A2
604/374-3311

Kelowna

Browns, Dwight, Econ. Dev. Cmsr.
Reg. District of Central Okanagan
540 Groves Ave., V1Y 4Y7
604/763-4918

Prince George
McMann, Dale, Mgr.
Prince George Regional Dev. Corp.
1102 6th Ave, V2L 3M4
604/564-0282

Vancouver
Fancy, Sidney, C.I.D., Econ. Dev. Mgr.
City of Vancouver
Suite 721, 601 W. Broadway, V5Z 4C2
604/873-7011

Victoria
Dary, Charles, Dir.
Community Econ. Dev. Services
B.C. Industry & Small Businesses
Parliament Bldgs., V8V 1X4
604/387-5018

PROVINCE INFORMATION:

Financial assistance to industry:

- Programs:
  - Manitoba jobs & training
  - Development agreements
  - Feasibility studies
  - Winnipeg core-area small business
  - Venture capital
  - Trade assistance
  - Manitoba graduates in business
  - Youth business start

Tax rates:

Corporate income tax:	
Small business	10%
Other	16%
Personal income tax of federal basic tax	54%
Sales tax	6%

Advanced education facilities:

Four-year colleges & universities	6
Vocational & business schools	9

Source: **Manitoba Department of Industry, Trade & Technology**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Clean Environ. Cmsn., 139 Tuxedo Blvd., Winnipeg, Manitoba, R3N 0H6, 204/945-7120

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1984
	—Thousands—	
MANITOBA	1,026.2	1,051.0
Brandon	NA	36.7
Winnipeg	564.5	584.3

NA = not available

Census Metropolitan Areas

	Census 1981	Estimate 1984
	—Thousands—	
Winnipeg	585.0	604.8

LABOR:

Employment, Hours, & Earnings

*Manufacturing Payrolls, Average Hours, and Earnings—7/84**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANITOBA	50.0	37.6	9.82
Winnipeg	39.4	37.5	9.71

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—10/84

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MANITOBA	514	42	8.1

(figures are unadjusted for seasonal variation)

Industrial Mix—7/84*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	50.0	37.6	9.82
DURABLE GOODS	22.7	38.0	10.33
NONDURABLE GOODS	27.3	37.2	9.35
Food & beverages—**SIC 101-109**	10.0	37.1	10.53
Clothing—**SIC 243-249**	5.7	37.6	5.88
Printing, pub., & allied ind.—**SIC 286-289**	4.2	35.1	10.44
Metal fabricating ind.—**SIC 301-309**	3.9	37.0	10.73
Machinery, except elec.—**SIC 311-318**	4.8	38.8	10.69
Transportation equip.—**SIC 321-329**	5.2	37.9	10.40
Electrical prods.—**SIC 331-339**	2.1	38.4	10.90
Chemicals & chem. prods.—**SIC 372-379**	1.2	40.2	10.53

*for employees paid by the hour, including overtime

CLIMATE:

	Mean Temp. F.		Average No. of Days of Precipitation
	Jan.	Jul.	
Winnipeg	1	68	121

New Brunswick

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Brandon 1, 2, 10
Winnipeg 1-12

Railroads

1. Canadian National Rwy.
2. CP Rail

Airlines

3. Air Canada
4. Bearskin Lake Air Service
5. CP Air
6. Frontier Airlines
7. Nordair
8. Northwest
9. Northwest Territorial
10. Pacific Western
11. Perimeter
12. Soundair

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Brandon — 2e
Winnipeg — 3e, 1g

1. Greater Winnipeg Gas Co.
   265 Notre Dame Ave., Winnipeg
   R3B 1N9
2. Manitoba Hydro-Electric Board
   820 Taylor Ave., Box 815
   Winnipeg R3C 2P4
3. Winnipeg Hydro
   5th Floor, Administration Bldg.
   Civic Centre, Winnipeg R3B 1C1

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Cadmium (kg)	102	311
Cobalt (kg)	321	5,804
Copper (kg)	67,164	140,325
Gold (g)	2,194	36,739
Lead (kg)	519	307
Nickel (kg)	36,571	231,195
Selenium (kg)	45	456
Silver (kg)	33	14,952
Tellurium (kg)	4	119
Zinc (kg)	49,007	56,324
Gypsum (metric ton)	190	2,231
Peat (metric ton)	54	7,266
Quartz (metric ton)	. . . .	2,312
Petroleum, crude (m^3)	738	152,909
Clay products	. . . .	3,395
Cement (metric ton)	290	31,983
Lime	. . . .	4,899
Sand & gravel (metric ton)	9,909	26,537
Stone (metric ton)	1,137	5,452
Grand Total Manitoba 1983		**732,675**

INDUSTRIAL DEVELOPMENT COUNSELORS:

Province Development Agency

McLeod, Robert H., Ind. Branch Dir.
Manitoba Dept. of Ind., Trade, & Tech.
701-155 Carlton St.
Winnipeg, Manitoba R3C 3H8
204/945-5753

Utilities, Banks, Areas & Others

Brandon

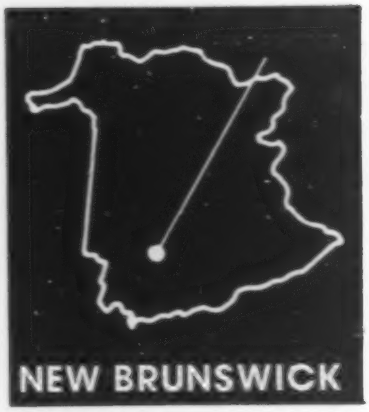
Christianson, Conrad, Ind. Cmsr.
Brandon Ind. Comm.
Civic Admin. Bldg.
Box 960, R7A 6A2
204/728-2278

Winnipeg

Bremner, Linda, Dev. Off.
Winnipeg Bus. Dev. Corp.
177 Lombard St., R3B 0W7
204/944-8686

Gregory, R. Gary, Ind. Dev. Mgr.
CN Rail, Prairie Region
350-123 Main St.,
P.O. Box 832, R3C 2P8
204/946-2223

Kaufmann, Christof, Ind. Planning Off.
Dept. of Environ. Planning
The City of Winnipeg
395 Main St., R3B 3E1
204/985-5082



PROVINCE INFORMATION:

Financial assistance to industry:
- Direct loans
- Loan and bond issue guarantees
- Equity

Tax rates:

Corporate income tax .... varies depending on business classification
Mfg. or processing rate (fed. & provincial combined):
  for small business* 19%
  for standard business............45%
Non-mfg. or non-processing (fed. & provincial combined):
  for small business* 24%
  for standard business............50%
Personal income tax ....58% of federal basic tax
Sales tax...10%
Gasoline tax.....................9.0¢/litre (reg.)

*A "small business" is a private Canadian corp. whose taxable income plus aggregate taxable income of all its affiliated private Canadian earnings do not exceed $1,000,000.

Advanced education facilities:
Four-year colleges & universities 4
N.B. community colleges..................10

Medical facilities:
Hospitals 37

Labor analysis:
High school graduates ....9,720 (June 1983)
Mfg. workers in unions...............49.7%

Source: **New Brunswick Department of Commerce & Development**

POPULATION:

Cities over 25,000

	Census 1981 —Thousands—	Estimate 1984
NEW BRUNSWICK	696.4	710.5
Fredericton	44.0	39.0
Moncton	54.7	55.6
Saint John	80.5	87.2

Census Metropolitan Areas

	Census 1981 —Thousands—	Estimate 1984
Saint John	114.0	118.2

LABOR:

Employment, Hours, & Earnings

*Manufacturing Payrolls, Average Hours, and Earnings—7/84**

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW BRUNSWICK	30.6	37.7	9.97
Moncton	3.3	37.5	9.71
Saint John	5.8	40.7	12.08
Fredericton	1.2	37.1	8.78

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—10/84

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW BRUNSWICK	296	41	14.0

(figures are unadjusted for seasonal variation)

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Fredericton 1-5
Moncton 1, 3, 4
Saint John 1-4

Railroads

1. Canadian National Rwys.
2. CP Rail

Airlines

3. Air Canada
4. Eastern Provincial
5. Quebec Aviation Ltee

UTILITIES:

Electric Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.

Fredericton — 1
Moncton — 1
St. John — 2

1. New Brunswick Elec. Pwr. Cmsn.
   527 King St., Fredericton E3B 4X1
2. St. John Power Cmsn.
   239 Charlotte St., Box 850, St. John E2L 4C7

Industrial Mix—7/84*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	30.6	37.7	9.97
DURABLE GOODS	9.1	40.4	9.10
NONDURABLE GOODS	21.5	36.5	10.39
Food & beverages—**SIC 101-109**	11.4	33.7	8.00
Wood prods.—**SIC 250-259**	4.1	41.6	7.97
Paper & allied ind.—**SIC 270-274**	5.6	41.1	15.30
Printing, pub., & allied ind.—**SIC 286-289**	1.1	35.8	9.35
Metal fabricating ind.—**SIC 301-309**	1.4	39.0	10.56
Transportation equip.—**SIC 321-329**	0.8	40.9	9.87
Electrical prods.—**SIC 331-339**	0.4	34.2	9.70
Misc. manufacturing ind.—**SIC 391-399**	0.7	36.1	7.66

*for employees paid by the hour, including overtime

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Antimony (kg)	....	589
Bismuth (kg)	166	847
Cadmium (kg)	55	169
Copper (kg)	11,369	23,754
Gold (g)	349	5,790
Lead (kg)	70,346	41,518
Silver (kg)	198	89,959
Zinc (kg)	225,054	258,655
Peat (metric ton)	151	9,792
Sulfur in smelter gas (metric ton)	88	3,825
Coal (metric ton)	558	29,666
Natural gas (thous. m^3)	2	28
Petroleum, crude (m^3)	....	13
Clay products	....	3,200
Cement	....	8,965
Lime	....	4,080
Sand & gravel (metric ton)	5,668	10,830
Stone (metric ton)	2,087	11,310

Grand Total
New Brunswick 1983 506,021

ENVIRONMENT CONTROLS:

Air & Water Pollution

Dept. of the Environ., Box 6000, Fredericton, E3B 5H1, 506/453-3700
Nova Scotia Dept. of Dev., Box 519, B3J 2R7

INDUSTRIAL DEVELOPMENT COUNSELORS:

Province Development Agency

Armstrong, L. S., Dpty. Minister
N. B. Dept. of Comm. & Dev.
P.O. Box 6000
Fredericton, E3B 5H1
506/453-2795

Railroads

Industrial development directors are listed in Transportation Index, page 26

Utilities, Banks, Areas & Others

Fredericton

Price, S. R., Gen. Mgr.
Capitol Region Dev. Comm.
Suite 1, 2nd Fl.
618 Queen St., E3B 1C2
506/454-3080

Lepage, Claire, Reg. Dev. Dir.
Ministry of Commerce & Dev.
P.O. Box 6000, E3B 5H1
506/453-3649

Moncton

Daigle, Paul J., Gen. Mgr.
Moncton Ind. Dev. Ltd.
1234 Main St., Terminal Bldg.
E1C 1H7
506/854-2700

Cameron, John, D., Mgr.
Planning & Ind. Dev.
CN Rail
1234 Main St., E1C 1H7
506/382-0551

MacPherson, Don, Mgr.
Moncton Central Business Dev. Corp.
14 Church St., E1C 4Y9
506/854-6191

Mepham, Robert, Sr. Dev. Off.
DRIE
770 Main St.
P.O. Box 1210, E1C 8P9
506/388-6450

St. John

Hanson, Paul Edward, Ind. Dev. Off.

LeRoys, Ann-Marie, Proj. Coordinator
St. John Fundy Reg. Dev. Comm. Inc.
15 Market Sq., Box 1971, E2L 4L1
506/658-2918

Thompson, Wm. M., Gen. Mgr.
St. John Fundy Reg. Dev. Comm.
City Hall, 664 Bay St.
P.O. Box 1971, E2L 4L1
506/658-2918

When you contact industrial developers listed in **PLANT LOCATION** *tell them where you saw their name*

NEWFOUNDLAND

PROVINCE INFORMATION:

Financial assistance to industry:
- Newfoundland & Labrador Dev. Corp. (NLDC) 709/753-3560
- Rural Agricultural & Northern Dev. (RAND)
- Rural Development Authority 709/737-3184
- Rural Incentives Program 709/737-3184

- Dept. of Development
  - Market & Product Dev. Program (MAPD) 709/737-2785
  - Ocean Industries Capital Assistance Program (OICAP) 709/737-2781
  - Retail Sales Tax Exemption 709/737-2465
- Industrial Incentives Board (Fed/Prov) 709/737-3171
- Dept. of Regional Economic Expansion/Industry Trade & Commerce, Indust. & Reg. Dev. Program 709/772-4917
- Canada Employment & Imigration Commission (CEIC) 709/772-4600
- Federal Bus. Dev. Bank (FBDB) 709/772-5505
- Dept. of Fisheries
  - Secondary Processing Interest Subsidy Program 709/737-3749
- Export Dev. Corp. 902/429-0426
- National Research Council
  - Industrial Research Assistance 709/754-1937

Tax rates:
- Corporate income tax:
  - Manufacturing & processing income eligible for small bus.
    - deduction 22%
    - Excess 46.8%
  - Other income:
    - Eligible for small bus. deduction 27%
    - Eligible for reduced small bus. deduction 39.3%
    - Excess 52.9%
- Personal income tax ....60% of federal
- Personal property tax ....varies locally
- Sales tax 12%

Advanced education facilities:
- Four-year colleges & universities 1
- Vocational schools 17

Source: **Newfoundland Department of Development**

ENVIRONMENT CONTROLS:

Air & Water Pollution

D. G. Jeans, Asst. Dpty. Minister, Dept. of Environ., Govt. of Newfoundland & Labrador, 2nd fl., Elizabeth Towers, 100 Elizabeth Ave., St. John's, AIC 5T7, 709/737-2559

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1984
	—Thousands—	
NEWFOUNDLAND	567.7	579.4
Corner Brook	24.3	24.4
St. John's	83.8	84.4

Census Metropolitan Areas

	Census 1981	Estimate 1984
	—Thousands—	
St. John's	154.8	158.7

LABOR:

Employment, Hours, & Earnings

*Manufacturing Payrolls, Average Hours, and Earnings—7/84**

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEWFOUNDLAND	20.9	34.9	9.50
Corner Brook	1.2	41.7	15.27
St. John's	4.1	38.2	11.22

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—10/84

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEWFOUNDLAND	223	44	19.7

(figures are unadjusted for seasonal variation)

Industrial Mix—7/84*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	20.9	34.9	9.50
DURABLE GOODS	2.0	39.4	11.03
NONDURABLE GOODS	18.9	34.5	9.33
Food & beverages—**SIC 101-109**	14.9	33.4	7.99
Wood—**SIC 251-259**	0.4	39.7	7.56
Paper & allied ind.—**SIC 271-274**	2.5	41.1	15.86
Printing, pub., & allied ind.—**SIC 286-289**	0.6	40.4	7.73
Transportation equip.—**SIC 321-329**	0.8	38.7	12.10

Nonmetallic min. prods.—SIC 351-359		
0.4	41.7	11.42

*for employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Corner Brook 1 (3 through Deer Lake)
St. John's 1, 2, 3

Railroads

1. Canadian National Rwys.

Airlines

2. Air Canada
3. Eastern Provincial

UTILITIES:

Electric Utility Serving St. John's & Cornerbrook

Newfoundland Light & Power Co., Ltd.
Kenmount Rd., Box 8910, St. John's
A1B 3P6

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Cadmium (kg)	2	6
Iron ore (metric ton)	18,405	711,727
Zinc (kg)	35,358	40,637
Asbestos (metric ton)	31	16,686
Barite (metric ton)	. . . .	375
Gypsum (metric ton)	553	3,731
Peat (metric ton)	3	20
Quartz (metric ton)	. . . .	1,445
Soapstone, talc, pyrophyllite	. . . .	1,141
Clay products	. . . .	1,381
Cement	. . . .	10,034
Sand & gravel (metric ton)	4,057	18,389
Stone (metric ton)	279	1,431
Grand Total Newfoundland 1983		**807,003**

CLIMATE:

	Mean Temp. F.		Average No. of Days of Precipitation
	Jan.	Jul.	
St. John's	25	60	210

INDUSTRIAL DEVELOPMENT COUNSELORS:

Province Development Agency

Wakeham, Barbara
Dir. of Prospect Dev., Dept. of Dev.
Gov't of Newfoundland & Labrador
P.O. Box 4750, St. John's, AIC 5T7
709/737-2781

Railroads

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

St. John's
Alexander, Paul, Dev. Off.
Courish, Terrence, Dev. Off.
Dept. of Dev.
Suite 405, Atlantic Pl.
Box 4750, A1C 5T7
709/737-2988
Bath, Kai, Promo. Off.
City of St. John's
P.O. Box 908, A1C 5M2
709/726-8820

NOVA SCOTIA

PROVINCE INFORMATION:

Financial assistance to industry:

The Nova Scotia Department of Development is responsible for activities that ensure the successful development of the business and industrial economy of the Province of Nova Scotia. The department provides a package of business programs, including the Trade Expansion Program, the Rural Industry Program, the Industrial Loan Program, the Small Business Development Corporation, and the Venture Capital Corporation.

Industrial Estates Limited, a crown corporation, can finance 100% of the cost of land and buildings and up to 60% of the installed cost of production equipment for a new enterprise or plant expansion.

Tax rates:

Federal corporate income tax	36% of taxable income
Provincial corporate income tax	15%
Personal income tax	56.5% of federal rate
Provincial sales tax	10%
Federal sales tax	10%
Gasoline & propane tax	9.1¢/litre
Diesel	9.1¢/litre

Advanced education facilities:

Four-year colleges & universities 12

Medical facilities:

Hospitals 52

Labor analysis:

High school graduates	10,556
Mfg. workers in unions	17.3%

Source: **Nova Scotia Department of Development**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Nova Scotia Dept. of Environ.,
1690 Hollis St., Halifax, 902/424-5300

Water Pollution

Nova Scotia Dept. of Environ., (same address as above).

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1984
	—Thousands—	
NOVA SCOTIA	847.4	866.2
Dartmouth	62.2	55.2
Halifax	114.6	114.4
Sydney	29.4	32.2

Census Metropolitan Areas

	Census 1981	Estimate 1984
	—Thousands—	
Halifax	277.7	283.5

LABOR:

Employment, Hours, & Earnings

*Manufacturing Payrolls, Average Hours, and Earnings—7/84**

	Employment Thousands	Weekly Hours	Hourly Earnings $
NOVA SCOTIA	37.2	36.9	9.91
Halifax	7.8	39.1	10.75
Truro	2.2	36.9	8.05
New Glasgow	3.8	37.1	12.73

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—10/84

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NOVA SCOTIA	394	53	13.4

(figures are unadjusted for seasonal variation)

Industrial Mix—7/84*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	37.2	36.4	9.91
DURABLE GOODS	11.3	39.9	9.29
NONDURABLE GOODS	25.8	35.5	10.23
Food & beverages—**SIC 101-109**	11.9	34.5	7.95
Textile prod.—**SIC 181-189**	1.4	36.7	7.52
Wood—**SIC 251-259**	2.4	40.0	6.99
Paper & allied ind.—**SIC 271-274**	3.3	38.5	14.03
Printing, pub., & allied ind.—**SIC 286-289**	1.6	35.3	9.42
Metal fabricating ind.—**SIC 301-309**	1.2	40.9	10.03
Transportation equip.—**SIC 321-329**	3.6	38.9	9.72
Electrical prods.—**SIC 331-339**	0.7	39.2	9.66
Chemicals & chem. prods.—**SIC 372-379**	1.1	38.8	12.44

*for employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Dartmouth 1 (Halifax)
Halifax 1-5
Sydney 1, 3, 5

Railroads

1. Canadian National Rwys.
2. CP Rail

Airlines

3. Air Canada
4. CP Air
5. Eastern Provincial

UTILITIES:

Electric Utility Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.

Dartmouth — 1
Halifax — 1
Sydney — 1

1. Nova Scotia Power Corp.
   P.O. Box 910, Halifax B3J 2W5

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Barite (metric ton)	. . . .	1,381
Gypsum (metric ton)	5,397	37,064
Peat (metric ton)	10	2,008
Coal (metric ton)	2,986	145,686
Clay products	. . . .	5,900
Cement	. . . .	10,014
Sand & gravel (metric ton)	8,136	23,076
Stone (metric ton)	1,296	7,784
Grand Total Nova Scotia 1983		**260,183**

CLIMATE:

	Mean Temp. F.		Average No. of Days of Precipitation
	Jan.	Jul.	
Halifax	26	65	152
Sydney	24	64	179

INDUSTRIAL DEVELOPMENT COUNSELORS:

Province Development Agency

Merriam, T.G., Director
Industrial Promotion Branch
Nova Scotia Dept. of Dev.
Box 519, Halifax, B3J 2R7
Telephone: 902/424-5320
Telex: 019-22548

Railroads

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Dartmouth
Rath, Tom, Ind. Promo. Off.
Dartmouth Ind. Commission
2nd Fl., City Hall
P.O. Box 817, B2Y 3Z3
902/421-2175

Halifax
LeTourneau, Frank M., Ind. Pks. Mgr.
Industrial Estates Ltd.
5151 George St., Suite 700, B3J 1M5
902/425-6331

Sydney
McKee, Wm. F., Dir.
Fisheries & Marine
Related Industry
Cape Breton Dev. Corp.
P. O. Box 1750, B1P 6K3
902/539-6300

PROVINCE INFORMATION:

Financial assistance to industry available from Onatrio and/or federal government:

- Grants on a capital & employment basis in selected regions & cities
- Loans including term, interest forgiveness, & guarantees
- Tax incentives including accelerated depreciation on machinery
- Site selection assistance
- Aid for production — worker training
- Business & plant consulting
- Export assistance programs
- Component sourcing assistance

Tax rates:

General corporate income tax:
  Ontario rate..............................15.0%
  Fed. rate..................................36.0%
  Combined rate..........................51.0%
Mfg. & processing corp. income tax:
  Ontario rate..............................14.0%
  Fed. rate..................................30.0%
  Combined rate..........................44.0%
Small business income tax:
  Ontario rate..............................10.0%
  Federal rate..............................15.0%
  (small mfg. firms fed. tax of 9%)
New firms & small businesses:
  Subtract Ont. abatement.........10.0%
  Combined rate: General 15.0%
  Mfg. & proc....9.0%
Corporate capital tax: ....0.3% of paid-up capital
Sales tax (excl. prod. machinery & materials):
  Federal.......................................10.0%
  Ontario...7.0%
Personal income tax.........48% of fed.
Plus Ontario surtax...............5% of the above Ontario tax less $111
Gasoline tax (July '84):
  Regular leaded......................8.0¢/litre
  Regular unleaded.................8.4¢/litre
  Premium, leaded & unleaded........................8.6¢/litre

Advanced education facilities:
  Four-year colleges & universities 17
  Colleges of applied arts & technology 22

Labor analysis:
  High school graduates 150,567
  Mfg. workers in unions ('82).......43.9%

Source: **Ontario Ministry of Industry & Tourism**

ENVIRONMENT CONTROLS:

Air & Water Pollution

C. E. McIntyre, Dir., Environ. Approvals & Project Engineering Branch, Ontario Ministry of the Environ., 10th fl., 135 St. Clair Ave. W., Toronto, Ontario, M4V 1P5, 416/965-7062

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1984
	—Thousands—	
ONTARIO	8,625.1	8,886.7
Ajax	25.5	33.3
Barrie	38.4	41.1
Belleville	34.8	36.2
Brampton	149.0	171.4
Brantford	74.3	81.1
Burlington	114.9	118.5
Caledon	26.6	34.9
Cambridge	77.1	80.8
Chatham	40.9	41.9
Cornwall	NA	47.0
Fort Erie	NA	25.1
Guelph	71.2	78.5
Halton Hills	NA	36.9
Hamilton	306.4	301.9
Kingston	52.6	51.1
Kitchener	139.7	149.2
London	254.3	264.7
Markham	77.0	80.2
Milton	NA	30.3
Mississauga	315.0	328.9
Newcastle	NA	26.5
Newmarket	29.8	31.5
Niagara Falls	71.0	72.6
North Bay	51.2	50.9
North York	559.6	NA
Oakville	75.8	82.5
Orillia	NA	25.1
Oshawa	117.6	120.8
Ottawa	295.1	301.0
Peterborough	60.6	61.4
Pickering	37.8	41.6
Richmond Hill	37.8	43.8
St. Catharines	124.0	127.1
St. Thomas	NA	28.4
Sarnia	50.8	54.5
Sault Ste. Marie	82.7	85.5
Stoney Creek	36.7	37.6
Stratford	26.3	28.3
Sudbury	91.8	91.2
Thunder Bay	112.5	113.3
Timmins	NA	48.7
Toronto	590.2	586.3
Vaughan	29.7	NA

ONTARIO

Waterloo	49.4	49.0
Welland	NA	47.8
Whitby	36.7	38.8
Windsor	192.0	193.4
Woodstock	26.4	26.0

NA = not available

Census Metropolitan Areas

	Census 1981	Estimate 1984
	—Thousands—	
Hamilton	542.1	557.4
Kitchener	287.8	302.2
London	283.6	292.9
Oshawa	154.2	159.6
Ottawa — Hull	718.0	741.9
St. Catharines — Niagara	304.3	308.4
Sudbury	150.0	150.4
Thunder Bay	121.3	122.5
Toronto	2,999.0	3,090.0
Windsor	246.1	244.9

LABOR:

Employment, Hours, & Earnings

*Manufacturing Payrolls, Average Hours, and Earnings—7/84**

	Employment Thousands	Weekly Hours	Hourly Earnings $
ONTARIO	881.9	39.1	11.20
Barrie	7.7	36.8	9.25
Brantford	13.5	37.2	10.81
Brockville	6.9	39.9	11.39
Chatham	5.8	40.1	11.71
Cornwall	6.9	38.9	10.08
Guelph	11.3	39.1	10.66
Hamilton	67.4	38.7	13.12
Kingston	8.3	37.3	13.42
Kitchener	44.7	37.9	10.03
London	22.0	39.0	11.70
Oshawa	29.0	39.0	13.34
Ottawa	22.1	38.7	11.30
Ottawa-Hull	26.7	38.9	11.91
Peterborough	9.7	40.2	9.54
Sarnia	12.8	40.0	16.16
St. Catharines-Niagara	29.3	42.2	13.62
Toronto	369.3	39.1	10.27
Windsor	36.6	42.0	13.21

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—10/84

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ONTARIO	4,690	380	8.1

(figures are unadjusted for seasonal variation)

*Industrial Mix—7/84**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	881.9	39.1	11.20
DURABLE GOODS	454.2	40.5	11.94
NONDURABLE GOODS	427.7	37.5	10.24
Food & beverages—SIC 101-109	91.0	37.5	10.31
Tobacco proc. & prods.—SIC 151-153	2.8	33.5	16.35
Rubber & plastic prods.—SIC 162-165	39.1	37.7	9.80
Leather prods.—SIC 172-179	15.8	35.0	6.74
Textile prods.—SIC 181-189	28.1	39.3	9.66
Knitting mills—SIC 231-239	7.2	37.4	6.68
Clothing—SIC 243-249	26.9	33.9	6.73
Wood prods.—SIC 251-259	19.8	38.3	8.66
Furniture & fixtures—SIC 261-268	22.0	36.8	9.15
Paper & allied ind.—SIC 271-274	47.4	39.1	12.86
Printing, pub., & allied ind.—SIC 286-289	57.8	36.4	10.70
Primary metal ind.—SIC 291-298	68.9	40.4	13.83
Metal fabricating ind.—SIC 301-309	84.9	39.5	10.77
Machinery, except elec.—SIC 311-318	43.6	39.8	12.58
Transportation equip.—SIC 321-329	120.9	42.6	13.00
Electrical prods.—SIC 331-339	68.9	39.1	10.40
Nonmetallic min. prods.—SIC 351-359	25.2	41.3	11.51
Petroleum & coal prods.—SIC 365-369	14.1	44.1	15.97
Chemicals & chem. prods.—SIC 372-379	51.2	39.0	11.61
Misc. manufacturing ind.—SIC 391-399	46.4	38.0	9.08

*for employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Barrie 2 (Toronto)
Belleville 2, 5 (Peterborough)
Brampton 2, 5 (Toronto)
Brantford 2, 5 (Hamilton)
Burlington 2, 5 (Hamilton)
Cambridge 2 (Hamilton)
Chatham 2, 3, 5, 6 (Windsor)
Cornwall 2, 5 (Ottawa)
Guelph 2, 5 (Hamilton)
Halton Hills (Toronto)
Hamilton 2, 5, 28
Kingston 2, 5, 37
Kitchener 2, 5 (Hamilton)
London 2, 5, 9, 12
Markham 2 (Toronto)
Mississauga (Toronto)
Newcastle 2, 5 (Toronto)
Newmarket 2 (Toronto)
Niagara Falls 2, 6 (Buffalo, NY)
North Bay 2, 5, 7, 9, 29, 32, 40
Oakville 2, 5 (Toronto)
Oshawa 2, 5 (Toronto)
Ottawa 2, 5, 9, 12, 19-21, 23, 24, 28, 33 40
Peterborough 2, 5, 19
Pickering 2 (Toronto)
Richmond Hill 2 (Toronto)
St. Catharines 2 (Buffalo, NY)
St. Thomas 2, 3, 5, 6 (London)
Sarnia 2, 3, 12
Sault Ste. Marie 1, 5, 7, 9, 28, 29
Stoney Creek 2 (Hamilton)
Stratford 2 (London)
Sudbury 2, 5, 7, 9, 12, 29, 40
Thunder Bay 2, 5, 7, 9, 15, 16, 28, 29
Timmins 7, 9, 15, 29
Toronto 2, 5, 8-14, 17-22, 25-28, 30-41
Waterloo 2, 5 (Hamilton)
Welland 2, 4, 6 (Buffalo, NY)
Whitby 2, 5 (Toronto)
Windsor 2, 3, 5, 6, 9, 29, 40
Woodstock 2, 5 (London)

Railroads

1. Algoma Central Rwy.
2. Canadian National Rwys.
3. Chessie System Railroads
4. Conrail
5. CP Rail
6. Norfolk & Southern Corp.
7. Ontario Northland Rwy.

Airlines

8. Aeromexico
9. Air Canada
10. Air France
11. Air Jamaica
12. Air Ontario
13. Alitalia
14. American
15. Austin Airways
16. Bearskin Lake Air Service
17. British Airways
18. BWIA Int'l
19. City Express
20. CP Air
21. Eastern
22. Eastern Provincial
23. Empire
24. First Air
25. KLM
26. Lufthansa
27. Mall Airways
28. Nordair
29. Norontair
30. Olympic
31. Pacific Western
32. Pem Air Limited
33. Pilgrim Airlines
34. Quebecair
35. Republic
36. Swissair
37. Torontair
38. United
39. US Air
40. Voyageur Airways
41. Yugoslav Airlines

CLIMATE:

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
London	21	69	165
Ottawa	12	69	152
Thunder Bay	5	64	141
Toronto	24	71	134
Windsor	24	72	137

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: numerals following names of cities designate utilities listed below.
e = electric g — gas

Barrie — 1e, 40g
Belleville — 2e, 41g
Brampton — 3e, 40g
Brantford — 4e, 42g
Cambridge — 5e
Chatham — 6e, 42g
Cornwall — 7e, 41g
Guelph — 8e, 42g
Halton Hills — 9e
Hamilton — 10e, 42g
Kingston — 11eg, 41g
Kitchener — 12eg
London — 13e, 42g
Markham — 14e, 40g
Mississauga — 15e, 40g
Newcastle — 16e
Newmarket — 17e, 40g
Niagara Falls — 18e, 40g
North Bay — 19e, 41g
Oakville — 20e, 42g
Oshawa — 21e, 40g
Ottawa — 22e, 40g
Peterborough — 23e, 40g
Richmond Hill — 24e, 40g
St. Catharines — 25e, 40g
St. Thomas — 26e, 42g
Sarnia — 27e, 42g
Sault Ste. Marie — 28e, 41g
Stoney Creek — 29e, 42g
Stratford — 30e, 42g
Sudbury — 31e, 41g
Thunder Bay — 32e, 41g
Timmins — 33e, 41g
Toronto — 34e, 40g
Waterloo — 35e, 42g
Welland — 36e, 40g
Whitby — 37e, 40g
Windsor — 38e, 42g
Woodstock — 39e, 42g

1. Public Utilities Cmsn.
Box 7000, Barrie L4M 4V8
2. Utilities Cmsn.
Box 939, Belleville K8N 5B6
3. Hydro-Electric Cmsn.
50 Main St., S. Brampton L6W 3P7
4. Public Utilities Cmsn.
Box 308, Brantford N3T 5N8
5. Hydro-Electric
Box 1060, Cambridge N1R 5X6
6. Public Utilities Cmsn.
Box 70, Chatham N7M 5K2
7. Cornwall Electric
1001 Sydney St., Box 1179
Cornwall K6H 5V3
8. Board of Light & Heat Cmsrs.
104 Dawson Road
Guelph N1H 1A7
9. Hydro-Electric Cmsn.
66 Mill St., Georgetown L7G 3H7
10. Hydro-Electric Cmsn.
Box 249, Hamilton L8N 3E4
11. Public Utilities Cmsn.
Box 790, Kingston K7L 4X7
12. Public Utilities Cmsn.
(Hydro Elect. Cmsn.)
P.O. Box 1118 (Box 9010)
Kitchener N2G 4G7 (N2G 4L2)
13. Public Utilities Cmsn.
Box 2700, Terminal "A", London
N6A 4H6
14. Hydro-Electric Cmsn.
Box 1600, Markham L3P 3V7
15. Hydro-Electric Cmsn.
3240 Mavis Rd.
Mississauga L5C 3K1
16. Public Utilities Cmsn.
19 King St., W.
Bowmanville L1C 1R2
17. Hydro-Electric Cmsn.
500 Water St., Newmarket L3Y 1M5
18. Hydro-Electric Cmsn.
Box 120, Niagara Falls L2E 6S9
19. Hydro-Electric Cmsn.
1350 Fisher St., North Bay P1B 2H1
20. Public Utilities Cmsn.
Box 1900, Oakville L6J 5E3
21. Public Utilities Cmsn.
100 Simcoe St. S., Oshawa L1H 7M7
22. Hydro-Electric Cmsn.
Box 8700, Ottawa K1G 3S4
23. Utilities Cmsn.
Box 449, Peterborough K9J 6Z5
24. Hydro-Electric Cmsn.
Box 418
Richmond Hill L4C 1T6
25. Public Utilities Cmsn.
Box 83, St. Catharines L2R 6R6
26. Public Utilities Cmsn.
Box 400, St. Thomas N5P 3V4
27. Hydro Electric Cmsn.
Box 2140, Sarnia N7T 7L6
28. Public Utilities Cmsn.
765 Queen St. E., Sault Ste. Marie
P6A 2A8
29. Hydro-Electric Cmsn.
80 King St., E.
Stoney Creek L8G 1K2

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Box 623, #605 Rossland Road E., Whitby, Ontario Canada L1N 6A3

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ONTARIO

30. Public Utilities Cmsn.
    Box 397, Stratford N5A 6T5
31. Hydro-Electric Cmsn.
    Box 250, Sudbury P3E 4P1
32. Hydro-Electric Cmsn.
    34 N. Cumberland St. "P"
    Thunder Bay P7A 4L4
33. Ontario Hydro
    700 University Ave., Toronto
    M5G 1X6
34. Hydro Electric System
    14 Carlton St., Toronto M5D 1K5
35. Hydro Electric Cmsn.
    Box 640, Waterloo N2J 4A3
36. Hydro-Electric Cmsn.
    Box 280, Welland L3B 5P6
37. Public Utilities Cmsn.
    128 Brook St. S., Box 59
    Whitby L1N 5R8
38. Utilities Commission
    787 Ouellette Ave., Box 1625
    Windsor N9A 5T7
39. Public Utilities Cmsn.
    Box 245, Woodstock N4S 7X4
40. The Consumers' Gas Co., Ltd.
    One First Canadian Pl., Ste. 4200
    Toronto M5X 1C5
41. Northern & Central Gas Corp., Ltd.
    245 Yorkland Blvd., North York
    M2J 1R1
42. Union Gas Ltd.
    50 Keil Dr. N.
    Chatham N7M 5M1

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Antimony (kg)	. . . .	72
Bismuth (kg)	8	42
Cadmium (kg)	793	2,432
Cobalt (kg)	1,089	17,759
Copper (kg)	219,803	459,234
Gold (g)	23,761	397,850
Iron ore (metric ton)	3,810	172,239
Lead (kg)	6,473	3,820
Nickel (kg)	88,451	550,263
Selenium (kg)	48	486
Silver (kg)	419	190,853
Tellurium (kg)	1	40
Tin (kg)	4	79
Uranium (kg)	4,767	546,306
Zinc (kg)	288,528	331,605
Barite	. . . .	1,600
Gemstones	. . . .	64
Gypsum (metric ton)	907	11,354
Nepheline syenite (metric ton)	523	18,131
Peat (metric ton)	4	546
Quartz (metric ton)	875	11,466
Salt (metric ton)	5,480	97,811
Soapstone, talc, pyrophyllite	. . . .	4,894
Sulfur in smelter gas (metric ton)	332	19,216
Sulphur, elemental (metric ton)	7	495
Natural gas (thous. m³)	481	46,090
Petroleum, crude (m³)	84	17,441
Clay products	. . . .	74,673
Cement (metric ton)	2,901	203,242
Lime (metric ton)	1,540	106,540
Sand & gravel (metric ton)	68,316	174,933
Stone (metric ton)	27,843	122,272
Grand Total Ontario 1983		**3,881,814**

INDUSTRIAL DEVELOPMENT COUNSELORS:

Province Development Agency

Delaney, Jack R., Mgr.
Plant Location & Munic. Liaison
Ministry of Industry & Trade
900 Bay St. 6th Fl.
Toronto, M7A 2E4
416/965-7299

Utilities, Banks, Areas & Others

Belleville
Bemis, Fred, Dir.
Belleville Econ. Dev. Cmsn.
City Hall, 169 Front St., K8N 2Y8
613/962-6211

Brampton
Terrell, Jack, Bus. Dev. Off.
City of Bramptom
150 Central Park Dr.
L6T 2T9
416/793-4110

Brantford
Amos, David, Econ. Dev. Dir.
Berryman, Lloyd, Dev. Cmsr.
City of Brantford
City Hall
100 Wellington Sq., N3T 2M3
519/759-4150

Hamilton-Wentworth
Rea, Ronald, Bus. Dev. Off.
Reg. Municipality of Hamilton-Wentworth
119 King St. W.
P.O. Box 910, L8N 3V9
416/526-4233

Kitchener
Gillies, Archie J., Exec. Dir.
Kitchener Econ. Dev. Group
P.O. Box 2217, Station B, N2H 6M1
519/576-5006

London
Heron, Douglas, Econ. Dev. Dir.
Corp. of the City of London
300 Dufferin Ave.
P.O. Box 5035, N6A 4L9
416/679-4545

Mississauga
Johnstone, Gordon, Bus. Dev. Off.
City of Mississauga
1st Fl., 1 City Centre Dr.
L5B 1M2
416/279-7600

North York
Strupat, Robert, Dev. Off.
City of North York
5100 Yonge St., M2N 5V7
416/224-6475

Oshawa
Garland, Mel, Pres.
Durham College
900 Bay St., P.O. Box 385
L1H 7L7
416/576-0210
Nicol, Robert, Econ. Dev. Dir.
Corp. of the City of Oshawa
50 Centre St. S., L1H 3Z8
416/725-7351

Ottawa
Fredericks, Larry, Sr. Acct. Exec.
R. W. Neal & Assoc. Ltd.
Suite 602
350 Sparks St., K1R 7S8
613/238-8120
Green, Philip, Econ. Dev. Dir.
City of Ottawa
Rm. 503, 111 Sussex Dr.
K1N 5A1
613/563-3256
Marshall, Wm. A., Pres.
Comm. & Ind. Dev. Corp. of Ottawa-Carleton
222 Queen St., K1P 5V9
613/236-3500

Peterborough
Staub, Shannon, Dev. Dir.
City of Peterborough
500 George St. N., K9H 3R9
705/742-7771

St. Catharines
Lefeuvre, William, Sr. Bus. Dev. Off.
City of St. Catharines
Box 3012, L2R 7C2
416/688-5600

Thunder Bay
Charbonneau, P. R., Gen. Mgr.
Thunder Bay Econ. Dev. Corp.
203-620 Victoria Ave. E.
P7C 1A9
807/623-2711

Toronto
Doty, Robert V., Reg. Mgr.,
CN Rail
277 Front St., W., M5V 2X4
416/860-2303
Malenfant, Dennis, Mgr.
Leasing & Property Acquisition
The Bank of Nova Scotia
44 King St. W., M5H 1H1
416/866-5937
Marriott, Bubba, Gen. Mgr.
Ind. Dev. Div.
Bramalea Ltd.
1867 Yonge St., M4S 1Y5
416/487-3871
McHugh, I. Naish, Ind. Liaison Mgr.
Plng. & Dev. Dept.
18th Fl., East Tower
City of Toronto
New City Hall, M5H 2N2
416/367-7570
Mepham, James C., Mgr.
Acquisition Services
Commercial Dev. Div.
The Toronto Dominion Bank
Toronto Dominion Centre
P.O. Box 1, M5K 1A2
416/866-8182
Murray, William, Mktg. V.P.
Border Brokers Ltd.
40 University Ave.
P.O. Box 4040, M5W 1L2
416/977-7777
Palmer, Pat, V.P., Planning & Dev.
Royal Bank of Canada
15th Fl., South Tower
Royal Bank Plaza, M5J 2J5
416/865-5755
Scott, Douglas N., Supt.
Corp. Banking Div.
Canadian Imperial Bank of Commerce
Commerce Ct. W.-7, M5L 1A2
416/862-3653

Whitby
Schueller, Barbara
Region of Durham
605 Rossland Rd. E., L1N 6A3
416/668-3763

Windsor
Schmidt, Horst, Planning & Dev. Off.
Windsor-Essex Cty. Dev. Comm.
Place Goyeau (at Chatham)
N9A 2W1
519/256-8200

PRINCE EDWARD ISLAND

PROVINCE INFORMATION:

Financial assistance to industry:
  Financial & technical marketing assistance
  Provincial loans & incentives for capital projects

Tax rates:
  Corporate income tax 10%
  Personal income tax ....52.2% of basic federal

Real property tax:
  Residential ....$.65/$100
  Non-commercial ....$.75/$100
  Commercial ....$1.50/$100
  Sales tax 10%

Advanced education facilities:
  Four-year colleges & universities 1
  Two-year or junior colleges 1
  Vocational & business schools 4

Source: **Prince Edward Island Department of Industry**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Prince Edward Island Dept. of Community Affairs, Box 2000, Charlottetown, C1A 7N8, 902/892-3561

POPULATION:

	Census 1981	Estimate 1984
	—Thousands—	
PRINCE EDWARD ISLAND	122.5	124.6

LABOR:

Employment, Hours, & Earnings

*Manufacturing Payrolls, Average Hours, and Earnings—7/84**

Employment Thousands	Weekly Hours	Hourly Earnings $
PRINCE EDWARD ISLAND		
3.6	37.3	6.77
Charlottetown		
1.2	38.3	8.35

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—1984

Work Force Thousands	Unemployed Thousands	Unemployment Percent
PRINCE EDWARD ISLAND		
57	7	11.6

(Figures are unadjusted for seasonal variation)

Industrial Mix—7/84*

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
3.6	3.73	6.77
Food & beverages—SIC 101-109		
2.4	37.4	6.36

*for employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Charlottetown 1, 2, 3

Railroads

1. Canadian National Rwys.

Airlines

2. Air Canada
3. Eastern Provincial

UTILITIES:

Electric Utility Serving Charlottetown

Maritime Electric Co., Ltd., Box 1328,
134 Kent St., Charlottetown C1A 7N2

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Sand & gravel (metric ton)	1,174	726
Grand Total		
Prince Edward Island 1983		726

CLIMATE:

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Charlottetown	20	65	169

INDUSTRIAL DEVELOPMENT COUNSELORS:

Province Development Agency

Cameron, D. A., Dir.
Prince Edward Island Dept. of Industry
Box 2000, Charlottetown, C1A 7N8
902/892-5445

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PROVINCE INFORMATION:

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  Product & market information
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  Joint venture partners
  Licensing agreement

Financial assistance to industry:
  Tax incentives
  Aid for job training
  Investment grants
  Financing at low interest

Tax rates:
  Corporate income tax ....13-35.5% 1985 (inc. Canadian)
  Personal income tax ..... Max. 45.5% 1985 (inc. Canadian)
  Sales tax .... manufacturers generally exempted
  Personal property tax ....$3.00 to $4.00/$100
  Incorporation tax ....0.45% capital stock
  Investment tax credit ....7% to 50% of qualified expenditure
  Capital cost allowance ....machinery & equip. writeoff 25/50/25 over 3 years
  Tax deduction for inventory............3% of inventory value at start of fiscal year

Advanced education facilities:
  Three-year colleges & universities 7
  Two-year or junior colleges, vocational, & business training schools 37

Source: **Quebec Department of Industry & Commerce**

ENVIRONMENT CONTROLS:

Air & Water Pollution

Guy Audet, Mgr. Dept. of the Environ., 2360, Chemin Ste-Foy, Quebec, GIV 4H2, 418/643-7456

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1984
	—Thousands—	
QUEBEC	6,438.4	6,529.4
Alma	26.2	27.3
Anjou	37.3	39.6
Aylmer	26.7	29.2

QUEBEC

Beauport	60.4	62.7
Boucherville	29.7	28.2
Brossard	52.2	50.5
Cap-de-la Madeleine	32.6	31.9
Charlesbourg	68.3	70.0
Chateauguay	36.9	35.4
Chicoutimi	60.1	59.8
Cote-St-Luc	27.5	31.7
Dollard-des-Ormeaux	39.9	42.6
Drummondville	27.3	34.1
Gatineau	75.0	77.3
Granby	38.0	37.6
Hull	56.2	53.1
Jonquiere	60.4	60.6
Lachine	37.5	36.4
LaSalle	76.3	7[illegible].1
Laval	268.3	270.2
Longueuil	124.3	127.1
Montreal	980.3	986.4
Montreal-Nord	95.0	88.3
Pierrefonds	38.4	41.5
Pointe-aux-Trembles	36.2	NA
Quebec	166.4	163.7
Repentigny	34.4	36.9
Rimouski	29.1	29.4
St. Eustache	29.7	31.9
Ste. Foy	68.9	63.4
St. Hubert	60.5	65.9
St. Hyacinthe	38.2	39.1
St. Jean-sur-Richelieu	35.6	36.3
St. Jèrôme	25.1	25.5
St. Laurent	66.0	67.8
St. Leonard	79.4	81.5
Sept-Iles	29.2	27.3
Sherbrooke	74.1	74.6
Trois-Rivieres	50.5	49.8
Valleyfield	29.6	30.5
Verdun	61.3	56.5

NA = not available

Census Metropolitan Areas

	Census 1981 —Thousands—	Estimate 1984
Chicoutimi — Jonquiere	135.1	137.4
Montreal	2,828.3	2,847.8
Quebec	576.1	578.6
Trois Rivières	106.0	112.7

LABOR:

Employment, Hours, & Earnings

*Manufacturing Payrolls, Average Hours, and Earnings—7/84**

	Employment Thousands	Weekly Hours	Hourly Earnings $
QUEBEC	458.3	38.5	10.39
Chicoutimi	11.4	39.4	15.67
Drummondville	4.5	37.5	9.30
Montreal	236.3	38.3	10.04
Quebec City	19.2	36.2	11.49
Shawinigan	5.2	35.5	13.77
Sherbrooke	6.3	38.8	9.38
Sorel	4.2	37.7	13.97
St-Hyacinthe	3.0	38.0	9.67
Trois Rivieres	8.3	39.8	13.09

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—10/84

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
QUEBEC	3,131	375	12.0

(figures are unadjusted for seasonal variation)

*Industrial Mix—7/84**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	458.3	38.5	10.39
DURABLE GOODS	179.2	39.7	10.83
NONDURABLE GOODS	279.1	37.6	10.09
Food & beverages—**SIC 101-109**	53.7	38.4	10.41
Tobacco prods.—**SIC 150-153**	4.2	33.9	15.83
Rubber & plastic prods.—**SIC 162-165**	15.7	35.3	9.01
Leather prods.—**SIC 172-179**	7.5	35.3	7.06
Textile prods.—**SIC 180-189**	27.8	37.9	8.13
Knitting mills—**SIC 230-239**	9.7	38.8	6.84
Clothing—**SIC 243-249**	43.9	36.1	6.67
Wood prods.—**SIC 250-259**	22.6	41.7	8.41
Furniture & fixtures—**SIC 261-268**	14.0	39.8	7.74
Paper & allied ind.—**SIC 271-274**	43.6	39.9	13.66
Printing, pub., & allied ind.—**SIC 286-289**	25.8	34.4	12.51
Primary metal ind.—**SIC 291-298**	26.3	40.4	14.47
Metal fabricating ind.—**SIC 301-309**	29.4	38.8	10.46
Machinery, except elec.—**SIC 311-318**	16.5	39.4	10.24
Transportation equip.—**SIC 321-329**	32.9	38.8	11.98
Electrical prods.—**SIC 331-339**	26.7	38.3	10.63
Nonmetallic min. prods.—**SIC 351-359**	10.9	41.5	11.36
Petroleum & coal prods.—**SIC 365-369**	3.0	42.7	15.63
Chemicals & chem. prods.—**SIC 372-379**	26.1	38.1	11.51
Misc. manufacturing ind.—**SIC 391-399**	17.8	38.5	8.00

*for employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (M) = Montreal.

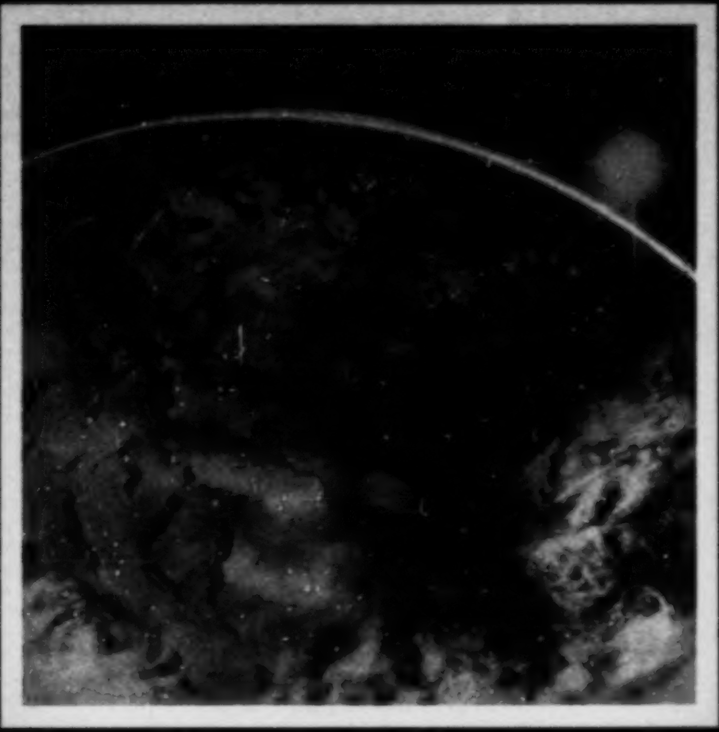
Alma (Quebec)
Anjou (M)
Aylmer 3 (Ottawa, Ont.)
Beauport 1 (Quebec)
Boucherville 1 (M)
Brossard 1 (M)
Cap de la Madeleine 3 (Quebec)
Charlesbourg 1 (Quebec)
Chateauguay 2 (M)
Chicoutimi 1 (33, 34 through Saguenay)
Cote-St.-Luc (M)
Dollard-des Ormeaux (M)
Drummondville 1, 3 (M)
Gatineau 3, 34
Granby 1 (M)
Hull 3 (Ottawa, Ont.)
Jonquiere 1 (33, 34 through Saguenay)
Lachine 1, 3 (M)
LaSalle 2, 3 (M)
Laval (Ville de) (M)
Longueuil 1 (M)
Montreal 1-9, 11-41
Montreal Nord 1 (M)
Outremont 2, 3 (M)
Pointe-aux-Trembles 1 (M)
Pointe Claire 1, 3 (M)
Quebec City, 1, 3, 6, 30, 33, 34
Rimouski 1, 10
Ste. Foy 1 (Quebec)
St. Hubert 1 (M)
St. Hyacinthe 1, 3 (M)
St. Jean 1 (M)
St. Jerome 1, 3 (M)
St. Laurent 1 (M)
St. Leonard 1, 36
Sept-Iles 4, 9, 13, 35
Sherbrooke 1, 3 (M)
Trois Rivieres 1, 3 (Quebec)
Valleyfield 1, 2 (M)
Verdun (M)

Railroads

1. Canadian National Rwys.
2. Conrail
3. CP Rail

Airlines

4. Aeroflot
5. Aerolineas Argentinas
6. Air Canada
7. Air France
8. Air India
9. Air Ontario
10. Air Satellite
11. Alitalia
12. American
13. British Airways
14. City Express
15. CP Air
16. Cubana
17. Czechoslovak Airlines
18. Delta
19. Eastern
20. Eastern Provincial
21. El Al
22. Empire
23. Finnair
24. First Air
25. Iberia
26. KLM
27. LOT
28. Lufthansa
29. Mall Airways
30. Nordair
31. Pem Air Limited
32. Pilgrim Airlines
33. Quebecair
34. Quebec Aviation Ltee
35. Republic
36. Royal Air Maroc
37. Sabena
38. Swissair
39. TAP Air Portugal
40. USAir
41. Yugoslav Airlines



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For information on Canada and/or the U.S., send your business card to:
Ray Birchall, CN Rail Industrial
Development, P.O. Box 8100,
Montréal, Quebec, Canada H3C 3N4

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[illegible]

Circle 142 on Reader Service Card

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alma — 1e, 5e
Anjou — 5e, 4g
Aylmer — 3g, 5e
Beauport — 5e
Boucherville — 4g, 5e
Brossard — 5e, 4g
Cap de la Madeleine — 5e
Charlesbourg — 5e
Chateauguay — 5e
Chicoutimi — 5e
Cote-St-Luc — 5e, 4g
Dollard-des-Ormeaux — 5e, 4g
Drummondville — 5e
Gatineau — 5e, 3g
Granby — 5e
Hull — 5e, 3g
Jonquiere — 7e
Lachine — 5e, 4g
LaSalle — 5e, 4g
Laval — 5e, 4g
Longueuil — 5e, 4g
Montreal — 5e, 4g
Montreal N — 5e, 4g
Outremont — 5e, 4g
Pierrefonds — 5e, 4g
Pointe-aux-Trembles — 5e, 4g
Pointe Claire — 5e, 4g
Quebec City — 5e
Repentigny — 5e
Rimouski — 5e
Ste. Foy — 5e
St. Hubert — 5e, 4g
St. Jean — 5e
St. Jerome — 5e
St. Laurent — 5e
St. Leonard — 5e, 4g
Sept-Iles — 5e
Sherbrooke — 6e, 2g
Trois Rivieres — 5e
Valleyfield — 5e, 4g
Verdun — 5e, 4g

1. Alma Electric System
   Lac St. Jean, Alama G8B 3R1
2. Gas du Quebec
   1717 Du Havre, Montreal H2K 2X3
3. Gazifere Inc.
   125 Jean Proulx, Hull J8Z 1T4
4. Gaz Metropolitain, Inc.
   1155 Dorchester W., Suite 3201
   Montreal H3B 3S7
5. Hydro-Quebec
   75 Dorchester Blvd. W., Montreal
   H2Z 1A4
6. Hydro-Sherbrooke
   1800 rue Roy, Sherbrooke J1K 1B6
7. Jonquiere Electric Dept.
   1710 Ste.-Famille, Jonquiere G7X
   7W7

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Cadmium (kg)	85	262
Columbium (Cb$_2$O$_5$) (kg)	1,745	12,133
Copper (kg)	63,741	133,174
Gold (g)	27,349	457,931
Iron ore (metric ton)	10,247	372,880
Iron, remelt	. . . .	108,549
Molybdenum (kg)	15	146
Selenium (kg)	163	1,650
Silver (kg)	46	21,031
Tellurium (kg)	10	338
Zinc (kg)	53,688	61,703
Asbestos (metric ton)	745	321,212
Magnesitic dolomite & brucite	. . . .	6,[illegible]6
Peat (metric ton)	238	18,216
Quartz (metric ton)	709	. . . .
Soapstone, talc, pyrophyllite	. . . .	1,981
Sulfur in smelter gas (metric ton)	53	7,291
Clay products	. . . .	20,667
Cement (metric ton)	2,171	127,567
Lime (metric ton)	324	23,012
Sand & gravel (metric ton)	37,006	71,168
Stone (metric ton)	27,303	121,154
Grand Total Quebec 1983		2,038,956

CLIMATE:

	Mean Temp. F.		Average No. of Days of Precipitation
	Jan.	Jul.	
Montreal	16	71	164
Quebec	11	67	164
Sherbrooke	15	68	170

INDUSTRIAL DEVELOPMENT COUNSELORS:

Province Development Agency

Jones, Robert G., Dir.
Industrial Promotion Service
Dept. of Industry & Commerce
Gov't of Quebec
770 Sherbrook St., W., 8th Fl.
Montreal H3A 1G1
514/873-3530

Railroads

Industrial development directors are listed in Transportation Index, page 26.

Utilities, Banks, Areas & Others

Drummondville

Bernier, Philippe, Pres.
Ind. Corp. of Drummondville
415, rue Lindsay J2B 1G8
819/478-8295

Granby

Beaudry, Bernard, Ind. Cmsr.
Hotel de Ville
87 rue Principale, J2G 2T8
514/372-6671

Hull

Lavoie, Michel, Econ. Dev. Dir.
Société d' aménagement
de l'Outaouais
Maison du Citoyen, 25 rue Laurier
P.O. Box 1666, J8X 3Y5
819/770-1500

Longueuil

Dupuis, Louis, Gen. Dev. Cmsr.
Econ. Dev. Office
City of Longueuil
777, rue d'Auvergne
C.P. 5000, J4K 4Y7
514/651-1300

Montreal

Bigsby, Stephen, Econ. Expan. Dir.
Grenier, Bob, Ind. Cmsr.
Montreal Urban Community
Bur. 1210-Ed. Place Mercantile
770 rue Sherbrooke W.
P.O. Box 16, H3A 1G1
514/872-6996

Birchall, Ray
Bus. Dev. & Promo. Off.
CN Rail
P.O. Box 8100, H3C 3N4
514/877-4592

Dussault, Jean B., Bus. Dev. Mgr.
Royal Bank of Canada
2ème étage
1, Place Ville-Marie, H3B 4A7
514/874-5750

Gheriani, Elie, Ind. Dev. Mgr.
Canadian Pacific Rail
Room 332
Windsor Station, H3C 3E4
514/395-7078

Henley, Douglas C., Bus. Dev. Mgr.
Milburn, Joel A., V.P. Bus. Dev.
Royal Bank of Canada
1 Place Ville Marie
Box 6001, H3C 3A9
514/874-2304

James, Robert, Ind. Promo Dir.
Ministry of Ind.,
Commerce & Tourism
Suite 2300
1 Place Ville-Marie, H3B 3M6
514/873-3530

Kendall, George, Ind. Consultant
Vincent Miller & Co. Inc.
Suite 1907
1455 Sherbrooke St. W., H3G 1L2
514/932-9174

Lachapelle, Bernard, Assoc. Dir.
Charrette, Fortier, Hawey & Assoc.
Suite 2220
1 Place Ville Marie, H3B 3M4
514/861-7481

Lebrun, Francois
Ind. Dev. Society of Quebec
Bureau 4205, Tour de La Bourse
C.P. 276, H4Z 1E8
514/873-4375

Repentigny

Landry, Rene M., Exec. Dir.
Econ. Dev. Corp. of Repentigny,
Charlemagne, Le Gardeur
435, Blvd. Iberville, J6A 2B6
514/585-2660

Saint Laurent

Robitaille, Charles, Gen. Dir.
Simon Vauclair, Dir.
Saint-Laurent Econ. Dev. Dept.
777, blvd. Laurentien, H4M 2M7
514/744-6411

St. Hyacinthe

Desrosiers, Guy, Dir.
Ind. Promotion Corp.
Suite 101
1555, ouest rue Girouard, J2T 1W4
514/773-4232

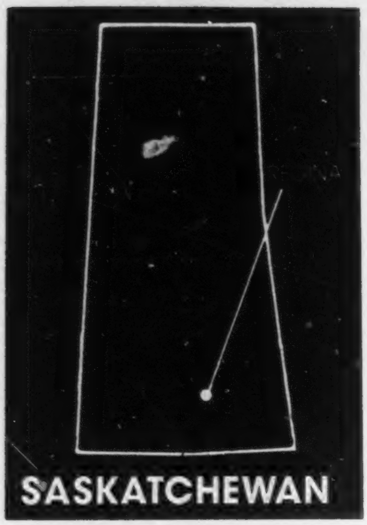
Sherbrooke

Patry, Real, Ind. Cmsr.
City of Sherbrooke
Box 1355, J1H 5L9
819/565-3215

Valleyfield

Berthiaum, Guy
La Societe du Port de Valleyfield
C.P. 7, J6S 4V5
514/373-4021

Dicaire, Daniel, Gen. Dir.
Econ. Dev. Corp. of the South-East
17 rue Nicholson
C.P. 38, J6S 4V5
514/373-2214



PROVINCE INFORMATION:

Financial assistance to industry:
- Cost-shared mkt. & feasibility studies
- Financial incentives for innovation & product development
- Financial incentives for new plants & expansions
- Financial assistance for market development

Tax rates (manufacturing):
- Basic combined Federal & Provincial ....46% (if eligible for small business deduction, 10%)

Personal income tax:
- Combined Federal & Provincial based on sliding scale commencing at 16% on taxable income over $2,026, reaching a maximum of 53% on taxable income over $59,424.

Advanced education facilities:

Universities	2
Institutions of applied arts & sciences	3
Two-year or junior colleges...............	14
Vocational & business schools..........	4

Source: **Saskatchewan Economic Development & Trade.**

POPULATION:

Cities over 25,000

	Census 1981 —Thousands—	Estimate 1984
SASKATCHEWAN	968.3	999.8
Moose Jaw	33.9	34.4
Prince Albert	31.4	35.4
Regina	162.6	166.2
Saskatoon	154.2	173.9

NA = not available

LABOR:

Employment, Hours, & Earnings

*Manufacturing Payrolls, Average Hours, and Earnings—7/84**

	Employment Thousands	Weekly Hours	Hourly Earnings $
SASKATCHEWAN	20.8	36.2	11.29
Regina	5.9	35.0	12.96
Saskatoon	7.5	37.7	10.97

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—10/84

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
SASKATCHEWAN	481	34	7.1

(figures are unadjusted for seasonal variation)

Census Metropolitan Areas

	Census 1981 —Thousands—	Estimate 1984
Regina	164.3	168.0
Saskatoon	154.2	173.9

*Industrial Mix—7/84**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	20.8	36.2	11.29
DURABLE GOODS	9.1	36.4	11.43
NONDURABLE GOODS	11.8	36.0	11.16
Food & beverages—**SIC 101-109**	5.9	38.1	11.34
Wood—**SIC 251-259**	1.3	35.4	11.93
Printing, pub., & allied ind.—**SIC 286-289**	2.8	31.7	9.05
Metal fabricating ind.—**SIC 301-309**	1.2	37.5	11.53
Machinery, except elec.—**SIC 311-318**	1.6	33.8	9.53
Electrical prods.—**SIC 331-339**	1.6	40.4	10.33
Nonmetallic min. prods.—**SIC 351-359**	1.1	39.8	11.34
Petroleum & coal prods.—**SIC 365-369**	0.4	37.5	15.69

*for employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Moose Jaw 1, 2 (Regina)
Prince Albert 1, 2, 3, 7
Regina 1-6
Saskatoon 1-6

Railroads

1. Canadian National Rwy.
2. CP Rail

Airlines

3. Air Canada
4. Frontier Airlines
5. Norcanair
6. Pacific Western
7. Soundair

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Moose-Jaw — 1eg
Prince Albert — 1eg
Regina — 1eg
Saskatoon — 2e, 1g

1. Saskatchewan Power Corp.
   2025 Victoria Ave. Regina S4P 0S1
2. Saskatoon Electric Dept.
   414 Ave. B South, Saskatoon
   S7M 1M8

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Cadmium (kg)	13	38
Copper (kg)	6,203	12,961
Gold (g)	135	2,254
Selenium (kg)	10	95
Silver (kg)	5	2,182
Tellurium (kg)	1	24
Uranium (kg)	2,056	121,366
Zinc (kg)	5,879	6,757
Peat (metric ton)	8	1,053
Quartz (metric ton)	123	. . . .
Salt (metric ton)	358	17,712
Sodium sulfate (metric ton)	. . . .	38,441
Sulfur, elemental (metric ton)	3	112
Coal (metric ton)	7,760	83,630
Natural gas (thous. m^3)	1,416	54,033
Natural gas by-products (m^3)	174	24,062
Petroleum, crude (m^3)	9,536	1,783,479
Clay products	. . . .	3,571
Cement (metric ton)	184	21,154
Sand & gravel (metric ton)	7,999	21,014
Grand Total Saskatchewan 1983		**2,842,597**

INDUSTRIAL DEVELOPMENT COUNSELORS:

Province Development Agency

Investment Services Branch
Saskatchewan Econ. Dev. & Trade
2103-11th Ave.
Regina, Saskatchewan S4P 3V7
306/565-2232

Utilities, Banks, Areas & Others

Prince Albert

Henderson, Robert, Ind. Dev. Off.
City of Prince Albert
Civic Admin. Bldg.
1521-6th Ave. W., S6V 5K2
306/764-5251 Ext. 224

Regina

Jesse, D., Econ. Dev. Dir.
City of Regina, City Hall
P.O. Box 1790, S4P 3C8
306/569-7487

Tastad, D., Property Mktg. Mgr.
Sask. Econ. Dev. Corp.
1106 Winnipeg St., S4P 3M3
306/664-6258

Saskatoon

Gale, Bryon L., Regional Rep.
Manek, Raj, Consultant
Sask. Dept. of Ind. & Comm.
122-3rd Ave. N., S7K 2H6
306/664-5755
306/664-5750

Fairlie, David R., Ind. Dev. Mgr.
Shyluk, Dona Lynn, Coord.,
Ind. Dev. Dept.
City Hall, S7K 0J5
306/664-9507

FOREIGN DEVELOPMENT AGENCY CONTACTS

ENGLAND

Bradford
Harry Bexon, Ind. Dev. Off.
Econ. Dev. Unit
Bradford Council
City Hall
Bradford, BD1 1HY

Bristol
Mike West, Econ. Dev. Off.
The City of Bristol
The Council House
College Green
Bristol, Avon, BS1 5TR
Telephone: (0272) 26031/291620
Ext. 390
Telex: 449714 BRIEDO G

Cleveland
John Gillis, County Plng. Off.
Cleveland County
Gurney House, Gurney Street
Middlesbrough, Cleveland, TS1 1QT
Telephone: (0642) 248155
Telex: 58439

Cornwall
John Rees-Evans, Ind. Dev. Off.
County Hall, Truro
Cornwall, TR1 3BB
Telephone: Truro 71324 (24 hrs.)
Telex: 45491 CWLLCC G

Devon
Jeff Fever, Ind. Dev. Off.
Devon County Council
County Hall
Exeter, Devon, EX2 4QQ
Telephone: Exeter 53205
Telex: 42626 DCDB EX G

Dudley
Graham Jones, Ind. Dev. Unit
Dudley Metro. Borough Council
Council House, Dudley
West Midlands, DY1 1HF
Telephone: Dudley 55433 Ext. 4891
Telex: 339831

Durham
J.H.A. Inglis, Chief Ind. Off.
Aycliffe and Peterlee Dev. Corps.
Lee House, Yoden Way
Peterlee, County Durham
Telephone: 0783 863366
Telex: G537246 DEVCOR

Kingston Upon Hull
Robin Dean, M.A. (CANTAB)
M.C.I.T., Ind. Dev. Dir.
Kingston Upon Hull City Council
76/78 Lowgate
Kingston Upon Hull, HU1 1HP
Telephone: (0482) 223111 Ext. 2601
Telex: 52531 (Telephones Hull)

Merseyside
John Stopforth, MERCEDO
Merseyside County Econ. Dev. Off.
Merseyside County Council
Tithebarn House, Tithebarn St.
Liverpool, L2 2PH
Merseyside
Telephone: 051-227-5234
Telex: MERCEDO 627110
CHACOMG

Milton Keynes
Commercial Director
Milton Keynes Dev. Corp.
Saxon Ct., 502 Avebury Blvd.
Central Milton Keynes, MK9 3HS
Telephone: Milton Keynes (0908)
664666
Telex: 826095

Nottingham
City of Nottingham
Dept. of Technical Services
Lawrence House, Clarendon St.
Nottingham, NG1 5NT
Telephone: 01144 602 418561
Telex: 378202

Plymouth
Graham Jones, Estates Surveyor
Civic Centre, Plymouth, PL1 2EW
Telephone: Plymouth (0752) 668000
Ext. 4161
Telex: 45121

Redditch
Andrew Buckman, Dev. Exec.
Redditch Dev. Corp.
Holmwood
Plymouth Road North, Southcrest
Redditch, Worcestershire, B97 4PD
Telephone: (0527) 64200
Telex: Redlaw G 335201

Sheffield
F. R. Swinden, Ind. Dev. Off.
Palatine Chambers, Pinstone St.
Sheffield, S1 2HN
Telephone: (0742) 755215
Telex: 54243 (Ind. Dev.)

Skelmersdale
The Ind. Dev. Off.
Skelmersdale Dev. Corp.
Pennylands
Skelmersdale, Lancashire
WN8 8AR
Telephone: (Skelmersdale) 0695-
24242
Telex: 628259 SKEMDC G

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FREE LITERATURE

Obtain publications and information listed below by circling corresponding number on brochure service reply card.

NEW ENGLAND

CONNECTICUT

1 **State of Connecticut** Development Authority annual report discusses programs and advantages in Connecticut.

RHODE ISLAND

3 **State of Rhode Island** Brochure describes centralized economic development services, positive attitude toward business and industry, and diversified industrial base.

VERMONT

4 **State of Vermont** Industrial Development Facts Book describes a varied industrial mix, expert economic counseling, seaport access and a dynamic business climate as reasons to locate in Vermont.

MID ATLANTIC

NEW JERSEY

5 **Lakewood, NJ** Brochure describes industrial expansion plans, including development of a new, aesthetically designed industrial campus.

6 **Monmouth County, NJ** Info. packet contains key area facts, a listing of major industrial parks, and color brochure, "Monmouth County: A Special Kind of Living."

7 **Pureland Industrial Complex, NJ** Find out why everyone is locating at Pureland. Call or write for more information.

8 **State of New Jersey** Literature includes tax tips on starting a business, commerce and economic development annual report, and fact sheets.

NEW YORK

10 **Con Edison, NY** Receive information on Project Appleseed—a program offering rates for special areas, vacant buildings, and new buildings—by calling or writing.

11 **Consolidated Gas Transmission Corp., NY** (part of Consolidated Natural Gas System) provides information on buildings, sites, and confidential services available to firms considering new or expanded facilities in New York.

12 **National Fuel, NY** Brochure describes rich financial, tax, labor and energy advantages available in National Fuel's three-state service areas.

13 **New York State Electric & Gas** Industrial Cost Guide compares cost of doing business in NYSEG's service area with other parts of the U.S. Detailed studies based on your needs available for further information.

14 **Niagara Mohawk, NY** New York State road map outlines the 24,000 square miles serviced by Niagara Mohawk, and includes data on population density, railroads, colleges, highways and plant location services.

15 **Rochester Electric & Gas, NY** In the heart of one of the nation's most water-rich regions, Rochester offers an abundant supply of clean water and excellent sewer systems.

16 **State of New York** "Made In New York" outlines a host of money-saving incentives. Other brochures describe a rich diversity of lifestyles, exporting opportunities, and business resources in the Empire State.

PENNSYLVANIA

17 **Butler County, PA** Learn more about our low utility rates, abundant water, ideal location, and excellent transportation by calling or writing for information.

18 **Duquesne Light, PA** "Seven Pittsburghs" booklet touches on the qualities that make the western Pennsylvania city unique. Further info on sites, low interest financing, demographics, etc. available on request.

19 **Easton Area Industrial Land Development, PA** Color brochure describes available land and pertinent information on this area located 2 hours away from New York City and Philadelphia.

20 **Greater Pittsburgh International Airport, PA** As the second-largest airport in the U.S., it's perfect for expanding businesses. Find out more about the growth potential for your company.

21 **Indiana County, PA** Becoming America's energy production and research center, Indiana County offers a strong financial future for your company's energy and services needs in an expanding center of coal and natural gas industries.

22 **Oil City, PA** Petro-Tech quadrupled production and doubled employees in just two years in Oil City. Find out what makes the western Pennsylvania city so profitable.

23 **Pennsylvania Power** "Power Package" offers a 50% reduction in power billings to new or expanding industries. Brochures and maps describe western Pennsylvania.

24 **Peoples Natural Gas, PA** (part of the Consolidated Natural Gas System) provides eight key services including site recommendations to firms considering new or expanded facilities in southwestern Pennsylvania.

25 **Port Authority of Pittsburgh, PA** Find out more about the busiest inland port in the U.S by calling or writing for more info.

SOUTH ATLANTIC

FLORIDA

26 **Brevard County, FL** If you are a clean industry and you care about the environment, send for more information on the benefits of Brevard County.

27 **Clay County, FL** offers a favorable labor climate, outstanding schools and a cooperative community attitude. Comprehensive data and one-stop service for site seekers upon request.

28 **CSX Corporation** Chessie and Seaboard Systems Railroads, unites of CSX Corporation, offer a new 36-page brochure detailing building costs and construction data on 24 warehousing and manufacturing facilities in eastern, midwest, and southeastern states.

29 **State of Florida** Florida invites you to build your future where the future is. Fact sheets and brochure highlight info on business climate, taxes, manpower, sites and utilities, and more.

30 **Florida Power** Available information includes current status of buildings, sites, labor, support industries, taxes, and transportation in Florida.

31 **Gainesville/Alachua County, FL** offers a complete packet of economic information covering taxes, transportation, labor, financing, utilities, and industrial sites.

32 **Gulf Power, FL** Free brochure covers details of northwest Florida's industrial parks, including transportation, water and energy supply, site size, and current tenants.

33 **Lakeland, FL** Concise brochure gives industrial locators the hard-hitting facts on Lakeland's offerings to businesses . . . like temperate climate, enjoyable lifestyle, and almost limitless water supply.

34 **Mid-Florida, FL** Take a look at a city with one of the brightest futures in America and weigh the advantages of central Florida's taxes, labor conditions and educational system.

35 **Orlando Aviation Authority, FL** Descriptive statistics on the Orlando Tradeport's world class business park offer the site seeker an introduction to doing business in central Florida.

36 **Orlando Central Park, FL** Brochure describes a 4200 acre development including executive, distribution, light manufacturing and commercial facilities.

37 **Osceola, FL** Osceola offers the closest industrial and distribution sites to EPCOT and Disney World and boasts proximity to 70% of Florida's high tech industries. Brochure describes excellent transportation facilities and more.

38 **United Property Investors, FL** Send for information on 301 West Bay St., a contemporary structure with an energy-efficient design.

GEORGIA

101 **DeKalb County, GA** Send for the "Site Planners Guide" and receive the whole story on DeKalb's quality lifestyle and talented workforce.

MARYLAND

39 **Carroll County, MD** Find out why industries are coming to the air Business Center Industrial Park. Call or write for more information.

40 **Howard County, MD** "We could have moved anywhere — but chose Howard County." That describes the attitudes of many smart companies. Brochures describe.

41 **Riverside Business Park, MD** proved profitable for Mercedes-Benz. See how your firm can prosper too by sending for free brochure.

42 **State of Maryland** The incentives have never been bigger in Maryland. Comprehensive publications provide vital statistics on economics, financing, industrial properties and lifestyle. Opportunities for medical products, business partnerships and telecommunications also highlighted.

43 **Washington County, MD** "The Super Location." Brochure describes the many advantages and incentives of doing business at the intersection of Interstates 70 and 81 in a community that is pro business.

NORTH CAROLINA

44 **Gaston County, NC** "The Lure of Gaston County" includes the growing Charlotte-Gastonia-Rock Hill metro area, business attributes to improve your bottom line, and lifestyle amenities to tickle any fancy. Send for our "bait!"

45 **State of North Carolina** "The North Carolina Story" explains why NC has led the Southeast in industrial growth in recent years. Industrial data file contains facts on financing, manpower, transportation, energy, legal aspects and lifestyles.

SOUTH CAROLINA

46 **State of South Carolina** Info package explains taxes, bonds, technical education, and resources centers. Special booklets describe offerings to electronics, robotics and pharmaceuticals industries. Resource brochures also available in Japanese.

VIRGINIA

47 **Henrico County, VA** Learn about locating in the 246-square-mile county that gives you "A Bigger Slice of the Corporate Pie" — Henrico County, Va. Adjacent to Richmond with hundreds of developable acres, we're in a position to put you in a prime location. Send for our color brochure today.

48 **Norfolk, VA** Booklets available offer testimonials of businesses already prospering in Norfolk. Other information in package includes industrial parks, the downtown area, state and local taxes, and current investments.

49 **Portsmouth Partnership, VA** This port city is located in Hampton Roads, the nation's 30th largest metro statistical area. Quality of life brochrue and videotape outlines the broad spectrum this progressive city can offer.

50 **Prince William County, VA** Find out about 7,000 acreas ready for industrial development located just 30 minutes from downtown Washington, DC. Send for available information kit.

51 **Suffolk, VA** Virginia's largest city combines Sunbelt advantages with Ports of Virginia shipping network. Ample workforce, actively cooperative business community, all 275,000 acres zoned for continued orderly growth. Send for literature on industrial site and advantages for business.

52 **Virginia Beach** Experience the best of both worlds in the fastest growing city on the East Coast. Productive labor, low taxes and an exciting, water-oriented lifestyle. Data provides all the facts.

53 **Virginia Peninsula** Our Port of Hampton Roads handles more than 69 million tons of foreign trade each year. Find out more about the complete storage and handling facilities.

WEST VIRGINIA

54 **Hope Gas, WV** (part of the Consolidated Natural Gas System) will provide confidential services including site recommendation and financing assistance to firms considering new or expanded facilities in West Virginia.

EAST NORTH CENTRAL

ILLINOIS

55 **Central Illinois Public Service** Serves southern, eastern, and western Ill. with electricity and/or natural gas. Offers community profiles, census demographics and details on available buildings and sites. Send for more information.

56 **Commonwealth Edison, IL** Everything you need to grow is available in northern Illinois — including abundant domestic fuels and a steady power supply.

57 **Elgin, Joliet & Eastern** Brochure describes EJE's industrial services and explains the advantages of a "J" location.

58 **Northern Illinois Gas** Informative folder contains information on rates, territory, and facts about natural gas, as well as an annual report.

59 **State of Illinois** Economic data sheets, financing information, starting and operating a business, and business service programs are just a few of the many site selection criteria covered in this brochure package.

INDIANA

60 **Northern Indiana Public Service Company** An international port, ample supply of water, and reliable gas and electric energy and all good reasons to locate in Indiana. Send for more information.

MICHIGAN

61 **Consumers Power, MI** In-depth information on Michigan cities gives you an eye-opening look at what your competitors may be missing. Personal site selection assistance available to help you find what you need.

62 **Detroit Edison, MI** Service area map and list of industrial parks guide the site seeker to locations in the greater Detroit area. Details on individuals sites available on request.

63 **Downriver Community Conference, MI** When Mazda was looking for a new site, they came to Downriver Community. Send for more information on our complete industrial development services.

64 **Grand Rapids, MI** The work ethic is alive and well and living in Greater Grand Rapids. Call or write for more information on sites ranging from 2 to 250 acres.

65 **Jackson Alliance for Business Development, MI** A full-service organization offering a variety of incentives and comprehensive literature on Jackson County. Please call or write for more details.

66 **Michigan Department of Commerce** The Office of the Business Ombudsman acts as a mediator with state regulatory agencies. Find out how to obtain assistance in cutting red tape.

67 **Muskegon/Oceana OutReach Effort of North Muskegon, MI** In the heart of Michigan's water wonderland, find out about our abundant supply of skilled labor and low cost of doing business.

OHIO

69 **Cincinnati Gas & Electric, OH** Once you have seen the alternatives, you will see the advantage in Greater Cincinnati. Write for "The Greater Cincinnati Advantage."

70 **East Ohio Gas, OH** (part of the Consolidated Natural Gas System) provides eight key services including site recommendations to firms considering new or expanded facilities in eastern Ohio.

71 **State of Ohio** Write or call for "Ohio . . . the Heart of it All!," a packet of literature containing information on the labor force, education, state services, international trade, taxes, and more.

72 **Toledo Edison, OH** Centrally located within a two-hour drive of the nation's manufacturing core, Toledo gets your shipments there "just in time." Send for descriptive brochure.

WISCONSIN

73 **State of Wisconsin** If you're shopping for a business site, stop at Wisconsin and compare labor conditions, taxes, education, resources, utilities, and lifestyles. Call or write for more information.

74 **Wisconsin Power & Light** If site selections are keeping you awake nights, send for our free Profit Portfolio and rest a lot easier.

EAST SOUTH CENTRAL

ALABAMA

75 **State of Alabama** Indexed reference notebook and brochure package tell you why Alabama is highly rated in its development climate.

76 **Alabama Power** Industrial training and wages, labor laws, taxes and plant financing are highlighted in package describing Alabama's economic offerings.

77 **Dothan-Houston, AL** Complete fact book on transportation, facilities, labor, taxes, utilities and financing, including highway and railroad maps. 4-color quality of life supplement also included.

78 **Merchant's National Bank, AL** Alabama is cut out for business — and for transportation, taxes and finance, job training and natural resources as well. Fact-packed kit describes.

KENTUCKY

79 **Commonwealth of Kentucky** Find out why the business environment is right in Kentucky. Write for information on all the benefits.

MISSISSIPPI

80 **Mississippi Power** Detailed maps highlight Mississippi's industrial facts, including railroads, colleges, waterways systems and airports. Population, education and markets are also detailed.

TENNESSEE

81 Memphis Area Chamber of Commerce, TN You'll find transportation that matches your needs in Memphis — America's Distribution Center. To prove it, write or call for more information.

82 Nashville Electric Service Business directory presents a current listing of firms and guides site seeker to diversity of business and lifestyle in Nashville.

WEST NORTH CENTRAL

IOWA

83 Clinton, IA Brochure and plant site fact file introduce the site seeker to the Gateway Area, a prime transportation center for your operations.

84 Iowa Public Service In our service area, dependable electric energy is a fact not a promise. Call or write for more information on how you can give your business a fresh start.

85 Iowa Development Commission "Doing Business in Iowa" covers the many advantages of Iowa's business climate, productive workforce, open-port warehousing, and tax exemptions. Other brochures deal with customized job training, including statistical process control.

KANSAS

86 Concordia, KS Brochure describes what you need to know regarding a facility location and incentives you did not know existed.

87 Kansas Gas & Electric Complete information package gives you the facts you need about south central and southeast Kansas, and new computer service can put you in touch with suppliers and subcontractors statewide.

88 Olathe, KS Find out how financial incentives, easy access to transportation and an ever-increasing labor pool can come together for you in Olathe, the only full service city in a top nationally ranked county.

89 Salina Area Chamber of Commerce, KS "Salina, There's No Place Like It" gives an overview of the community with pertinent economic facts and figures. The Salina Economic Profile outlines the incentives offered for industries, industrial locations, labor statistics, and other economic data.

90 State of Kansas "Data for Site Selection" is a series of pamphlets that provide a brief but comprehensive look at the state. Pamphlets in the series are: General Overview, Labor, Transportation, Utilities, Taxes/Incentives, Financing, and Job Training.

MINNESOTA

91 Port Authority of St. Paul, MN St. Paul Energy Park offers prime industrial sites with all utilities and an energy-saving centralized heating and cooling system — the first total living environment in a 220 acre industrial park. Send for details.

92 State of Minnesota Brochures describe the state's enterprise zone program, the Minnesota Fund, the Minnesota Jobs Program, the Targeted Jobs Tax Credit Program, and more

MISSOURI

93 St. Louis, MO A growing base of high-tech firms in a central U.S. location is what St. Louis offers. Brochures describe how your industry can prosper there too.

NEBRASKA

94 Omaha Public Power District, NE Omaha has it all turned on with detailed information on all communities in the district's 13-county service area. Aerial photos and studies of available sites on request.

95 Upland Industries, NE Vital statistics on over 30 industrial parks and districts in the central and western states are yours at a glance in Upland's fact pack.

NORTH DAKOTA

96 State of North Dakota Brochures describe taxes, resources, financing, manufacturers, and people in North Dakota, as well as give information on growth, foreign trade zones. also included is a discount coupon book.

SOUTH DAKOTA

97 State of South Dakota Colorful information folder contains fact sheets that answer the question, "Why are all these people talking about South Dakota?"

WEST SOUTH CENTRAL

ARKANSAS

98 State of Arkansas A "certified cities program" that guarantees reasonably priced land, on-site water, sewerage, power and fuel and transportation access is just one of the incentives to locate in America's heartland. Brochures describe.

LOUISIANA

99 Louisiana Power & Light offers incentives to companies interested in the "Profit Belt." Find out why Louisiana is as good for your business as it is for your employees.

100 SWEPCO, LA SWEPCO has been providing growth-minded companies with info on labor, taxes, utilities, transportation and sites for years. Let them work for your company too!

OKLAHOMA

102 Oklahoma Natural Gas Brochure gives reasons why your firm should share in the energy, enthusiasm and enterprise that are available in Oklahoma.

103 State of Oklahoma Send for brochure describing Oklahoma's best-in-the-nation Vo-Tech program for new and established industries.

104 Tulsa Economic Development Commission, OK Learn about Tulsa's young, educated, and reliable workforce, as well as its low-cost energy, utilities, and taxes. Write for more information.

TEXAS

105 Abilene, TX Info books cover data on technical training, labor force, business climate, financial packages and education. "Abilene Sites & Buildings Book" highlights available buildings and industrial parks.

116 Bayport, TX An extensive brochure describes this carefully planned industrial complex near the Southwest's greatest concentration of industry: Houston. Detailed info is available on property development, transportation, labor, raw materials, natural resources, and taxation.

106 Burlington Northern Railroad Colorful brochure describes how the nation's longest railroad can show you thousands of sites. Also included is a U.S. map indicating main and branch lines.

107 Central Power & Light, TX South Texas industrial data file gives you hard-hitting facts on living and doing business in CPL's service area. Brochure also describes professional plant location services available.

108 East Texas "The East Texas Story" gives a region-by-region overview of the area and offers specific demographics for representative communities.

109 Farmers Branch, TX Fact sheets on transportation, taxes, demographics and industrial sites explain why nearly half of Fortune 500's top companies have located in Farmers Branch.

110 Friendswood Development Co./Baypert, TX Brochure describes why 51 companeis hold 6,534 acres at Bayport Industrial Complex, just 25 miles from downtown Houston.

111 Gulf States Utilities, TX Free publications tell you how to get in and out of the Houston market and look at the Texas and Louisiana industrial profit picture.

112 InterFirst Bank, TX Brochure and map of the Dallas area briefly outlines transportation, employment, economics and financing in the bank's area.

113 Southwestern Public Service, TX "Business Weather Report" describes the low start-up and operating costs, highly productive labor force, and tax advantages of the utility's four-state service territory, which includes parts of Texas, Oklahoma, New Mexico, and Kansas.

114 Texas American Bancshares Informative brochure explains advantages of locating in the Ft. Worth-Dallas metro region, one of the biggest "building boom" cities in the nation.

115 West Texas Utilities "Heart O' Texas" plant location data book introduces site seekers to industrial information on west and central Texas.

MOUNTAIN

ARIZONA

117 Salt River Project, AZ State commitment to high technology, a large pool of technical workers, an engineering research center and a 320 acre research park are just a few reasons why 43% of the manufacturing workers in "Sun Valley" are in high tech.

118 State of Arizona Find out why one of the nation's fastest-growing states is better for living . . . and for your business. Graphic full-color brochure details life in Arizona.

COLORADO

119 Adams County, CO The advantages of city life mix with the Colorado rural lifestyle in Adams County. Brochures offer further info. on aggressive development programs.

120 Colorado Springs, CO Brochures describe economic and lifestyle benefits and a looseleaf binder includes comprehensive technical data of the state.

121 ECO Aurora, CO Aurora is a master-planned city with an extensive, skilled labor force and secured utilities and transportation system. Call or write for more information.

122 Fremont County, CO Come out of the maze but stay close to the action in Fremont County, 45 miles from Colorado Springs and 40 miles from Pueblo on a four-lane highway. Call or write for more information.

IDAHO

123 State of Idaho Write for a copy of "Idaho Opportunities," a color brochure describing what locating in Idaho can do for you.

NEVADA

124 EDAWN, NV Annual review, wage survey, labor market information, business review and multitudinous industrial pamphlets are available to interested companies from EDAWN.

125 State of Nevada Individual city profile sheets and quarterly review of business and economics introduces you to potential growth for your company in Nevada.

NEW MEXICO

126 Albuquerque, NM Complete brochure kit includes data on energy, transportation, plants and community life as well as an industrial directory of products and available services.

127 Roswell Chamber of Commerce, NM Call or write for more information on the low-cost energy supplies, favorable tax rates, state-sponsored training programs, and superior quality of life available in Roswell.

UTAH

128 Mountain Fuel Supply, UT Call or write for a packet of information describing rates, fuel price comparisons, environmental benefits, and other useful data.

129 State of Utah Experience the opportunities available in Utah in "Utah Facts," and eight-booklet package containing info on utilities, human resources, minerals, taxes, etc. Video information available on request.

PACIFIC

CALIFORNIA

131 State of California "The Californias" is a packet of literature that includes a tax profile and an investment guide, as well as other pertinent information.

132 Oroville, CA Write to learn how the probusiness city of Oroville processed and approved a site application in just six working days, as described in "Oroville Nuggets: Hustle—Not Hassle."

133 Tenneco/Stockdale, CA A community that reflects urban planning at its best invites you to enjoy the good life — and good business — in California.

134 Yuba County, CA An array of cost-efficient advantages contribute to the attractions of a Yuba County plant location. Call or write for more information.

OREGON

135 State of Oregon Information on taxes, labor infrastructure sites, and transportation. Caution: Don't transfer anybody to Oregon that you are going to want back.

WASHINGTON

136 State of Washington "Bring Your Business to Washington the State" describes the low-cost energy, efficient transportation, and productive workforce in the state.

U.S. TERRITORIES

137 Puerto Rico "A Partnership for Productivity and Profitability" invites investors to team with the island's people for industrial growth outside the mainland.

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NEW BRUNSWICK

138 Province of New Brunswick Write for these color brochures: "New Facts," "New Horizons," and "New Brunswick is..."

NOVA SCOTIA

139 Province of Nova Scotia Find out why Nova Scotia is uniquely suited for industry and trade through its geographic location, harbor facilities, and proximity. Write for further information.

ONTARIO

140 Durham Economic Development, ON We offer 24 industrial parks, fully serviced land, favorable tax comparisons, an inventory of industrial and commercial buildings, competitive land costs, and all available east of Metro Toronto. We invite you to compare!

PRINCE EDWARD ISLAND

141 Province of Prince Edward Island An informational brochure provides facts on the province's people, resources, industries, and quality of life. A facts book contains info. for location/relocation decisions.

QUEBEC

142 CN Rail, QB As North America's farthest-reaching railroad, we are in a unique position to offer expert info. The advantages of locating in Canada are outlined in "Canada: A Land of Business Opportunities." For the U.S., CNGT offers "Growth Potential in the Industrial Heartland," a helpful guide to 11 states in the Industrial Northeastern states.

SASKATCHEWAN

143 Province of Saskatchewan "The Saskatchewan Promise" discusses growth, resources, transportation, and more; "New Technology in Saskatchewan" gives case studies in this emerging high-technology center.

FOREIGN

144 Aycliff & Peterlee Development, England Send for a 10-minute video (indicate VHS or Beta) and/or a brochure and find out why major corporations are locating in Aycliffe and Peterlee.

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Lake Charles Harbor & Terminal
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Lake Charles, LA 70602
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Econ. Growth Council of Great Falls
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Research Triangle Park, NC 27709
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City of Eagle Pass
P.O. Box C
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Eagle Pass, TX 78852
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City of Del Rio
City Manager's Office
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Del Rio, TX 78840
512/774-2781

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Birmingham, AL 25202
205/323-5461

Zone No. 99, Wilmington & Kent City, DE
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State of Delaware
Delaware Development Office
Dover, DE 19901
302/736-4271

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1980 Winters Bank Tower
Dayton, OH 45423
513/226-1444

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Airborne Foreign-Trade Zone, Inc.
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Wilmington, OH 45177
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Grand Forks Dev. Foundation
P.O. Box 1177, 204 N. Third
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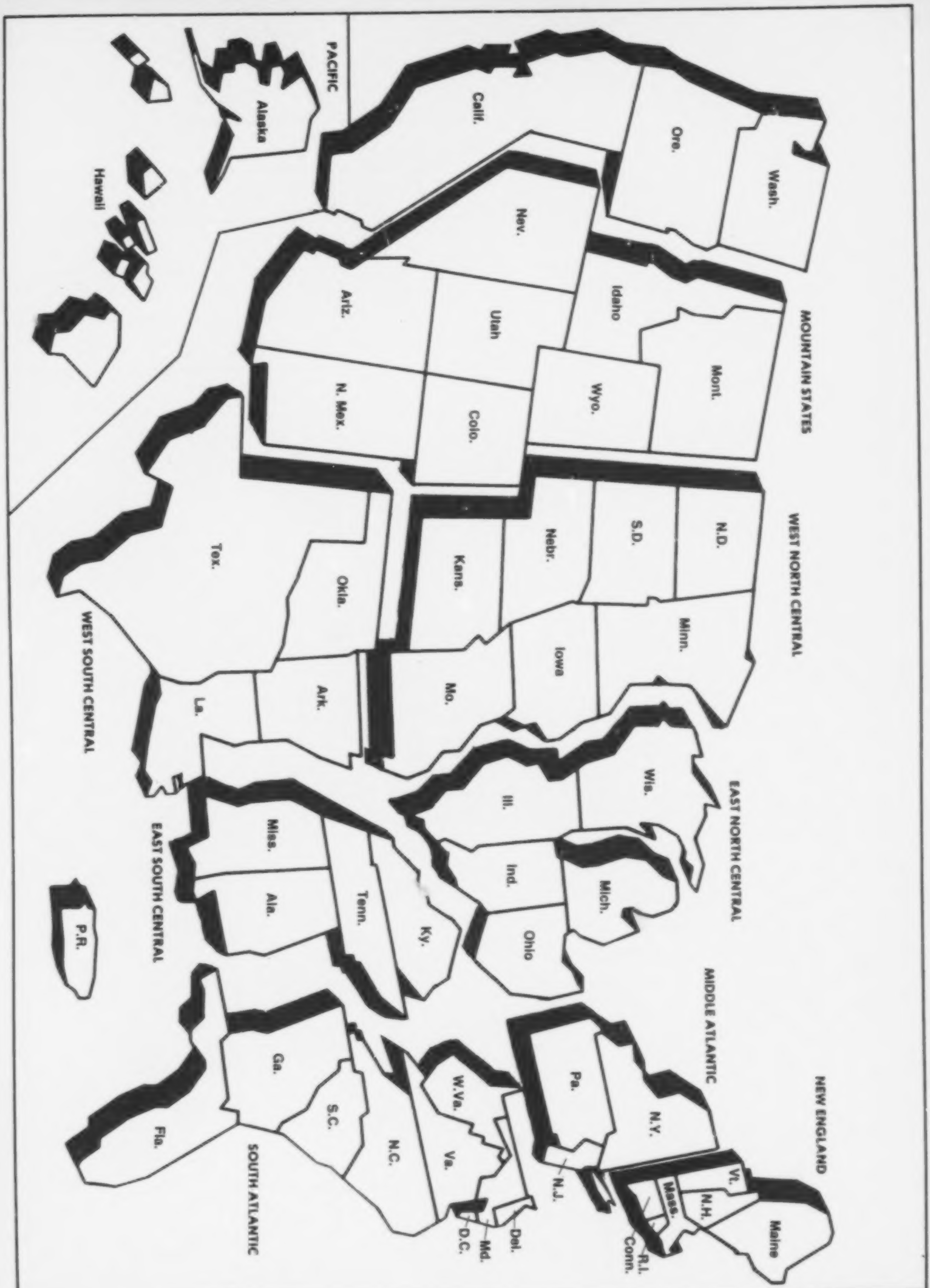
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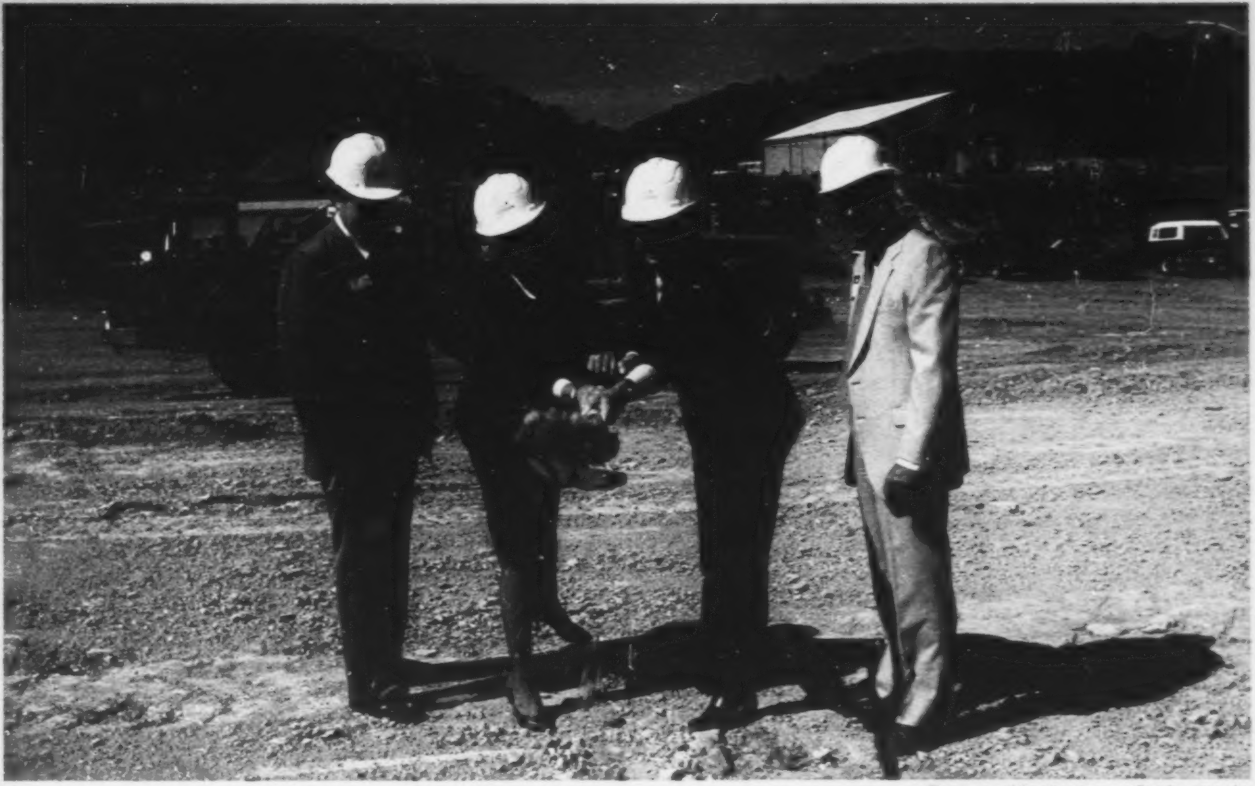

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